A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

Incorporating *International Commerce*

NOVEMBER 15, 1971

Commerce Today

Coming Developments in Business and Technology

U.S. Textiles [illegible] Hit In Far East

FROM THE SECRETARY

Phase Two: The Public And Profits

Phase Two of the nation's new economic program is not going to be just another rigid government-imposed process of the type that has faltered in the past.

Phase Two is being launched with more public representation in the decision-making process—through the Price Commission and the Pay Board—than has ever been the case in previous economic restraint efforts, in the United States or elsewhere.

That fact, almost more than any other, holds promise for the program's success. Everyone concerned with this continuing effort to blunt inflation and stabilize the economy recognizes that it can succeed only if it has public support, and a key factor in that support is participation.

Another key to support is public understanding of the importance of profits to everyone—beginning with the working men and women of America, who have such a fundamental interest in lowering inflation and unemployment.

The old thinking by some that profits are just a special benefit for a limited few is not valid.

Trends

Last year profits were lower by any measure than they have been in many years. The share of the Gross National Product going to profits has been in a declining trend almost steadily over the past five years, and in 1970 the profits share reached the lowest level of the post-war era.

Over the past five years alone:

- The percentage of national income that goes to profits (after taxes) has declined from 8.2 to 5.2 percent.
- The ratio of profits after taxes to income originating in the corporate sector is down from 13.5 to 8.4 percent.
- Manufacturing profits per dollar of sales have dropped from 5.6 to 4 percent.
- Manufacturing profits as return on equity were 13 percent in 1965; in 1970 they were about 9 percent.
- Corporate profits after taxes in constant dollars in 1970 were 25 percent lower than five years ago.

This whole trend has occurred over a period of great growth and expansion in the national economy.

Since the late 1940s, for example, the share of wages and salaries has gone up from 65 to 75 percent of the national income.

Recovery

By any measure profits have not kept pace. They have recovered somewhat in 1971 from the low points of last year, but the recovery is still relatively modest according to what we need for a vigorous expansion of the economy.

The profit picture also has been eroded by inflation—or to put it another way, the purchasing power of profits, to fuel economic growth, has been depleted.

The time has come now when profits must be allowed and encouraged to come back if we are to have a healthy economy.

If a more healthy profit level can be achieved, confidence will begin to flow in the nation's business community, stimulating new investment and growth in the job-producing, dollar-stimulating way of the American system.

Reliable projections of substantial economic growth next year are based on expected increases in profits.

If this turnaround is achieved as we expect, Phase Two will be tremendously successful for the American economy and the American people.

Maurice H. Stans

Commerce Today

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Vol. II, No. 3, November 15, 1971

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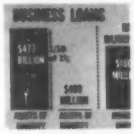

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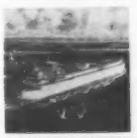

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COVER: *This colorful display of fabrics helped attract nearly 3,000 visitors to the U.S. Trade Center in Tokyo, where 23 U.S. firms, participating in the U.S. Apparel and Textile Export Mission to Japan and Hong Kong, showed samples of their products. See trade mission report beginning on Page 4.*

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ECONOMIC
HIGHLIGHTS

New Policy Punctures Wholesale Prices, Helps Strengthen Consumer Confidence

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The Administration's New Economic Policy has become increasingly effective in reducing inflation and building consumer confidence.

An excellent performance by the Wholesale Price Index for the second straight month, following a marked improvement in the Consumer Price Index, has removed all doubts about the effectiveness of the freeze. Meanwhile, a record increase in installment debt, associated mainly with strong sales of autos and other consumer goods, offers convincing evidence that consumers are responding to the New Economic Policy.

One other highly favorable development apparently is not directly traceable to the new policy: U.S. international trade registered a substantial surplus in September but this resulted primarily from anticipation of the East and Gulf Coast dock strike.

The low rate of increase, 0.1 percent, in the Wholesale Price Index in October provides significant corroborative evidence that the freeze has held the lid on prices. There was a decline of 0.4 percent in September.

The industrial commodities component of the Wholesale Price Index is an even better indicator of the impact of the freeze because most of the items in this category are covered while raw agricultural products are exempt. Prices of industrial commodities declined 0.1 percent in September and 0.3 percent in October in contrast to an average monthly increase of 0.5 percent from March through August. The October drop is the largest in any month in more than a decade.

Price data that are not adjusted for seasonal variations probably provide a better measure of the direct impact of the freeze than seasonally adjusted data. Prices of industrial commodities usually go up in October, but they were held in place by the freeze and showed no change. On a seasonally adjusted basis, therefore, the index registered a decline of 0.3 percent.

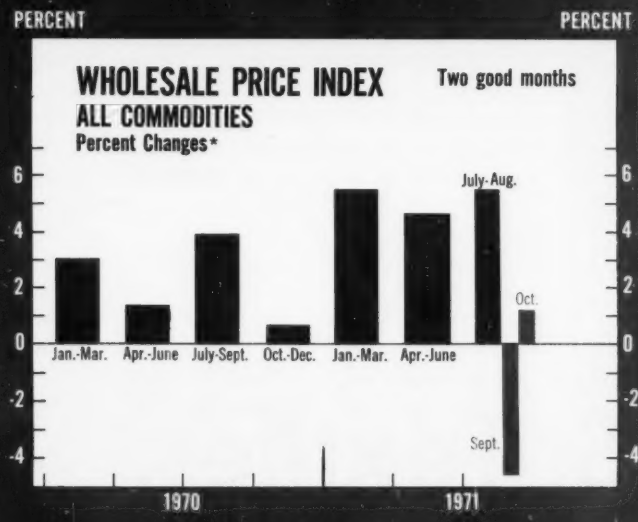
The lessening of inflation undoubtedly has been a major factor in rebuilding consumer confidence, although some other developments have also had a strong influence: the proposed repeal of auto excise taxes and reduction in income taxes (part of the new economic package), and reductions in interest rates (as exemplified by the recent declines in the prime commercial bank rate).

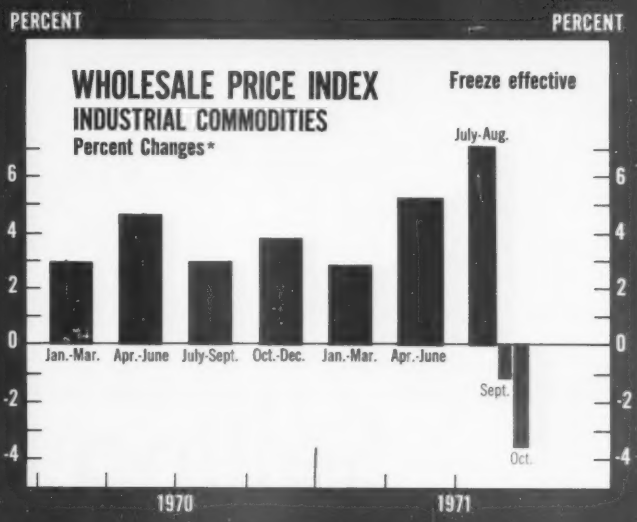
The record $12 billion increase, at an annual rate, in installment debt in September reflects this growing confidence of consumers. While unusually strong auto sales contributed substantially to the debt increase, there were gains in other consumer goods as well.

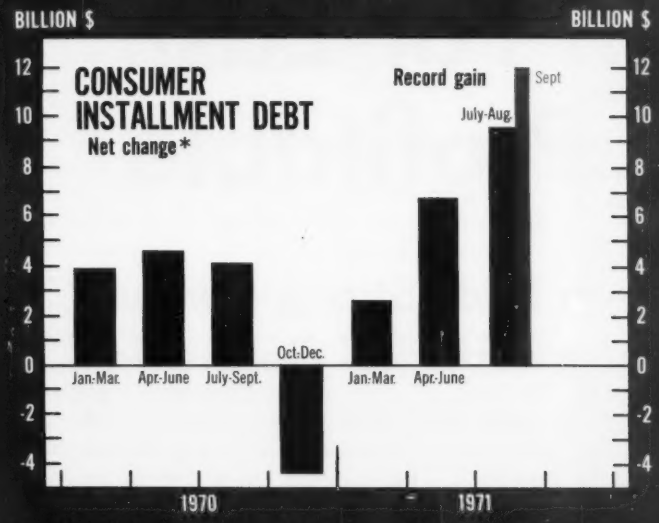
The import surcharge and the changing value of the dollar in international markets will affect the U.S. trade position, but no conclusions can be drawn so far on the magnitude of the impact. The $265 million export surplus in September, reversing five consecutive monthly deficits, is believed to reflect anticipation of the East and Gulf Coast dock strike rather than changes in policy. The surcharge had little effect because most of the goods moving into the United States in September were in transit before the effective August 15 date.

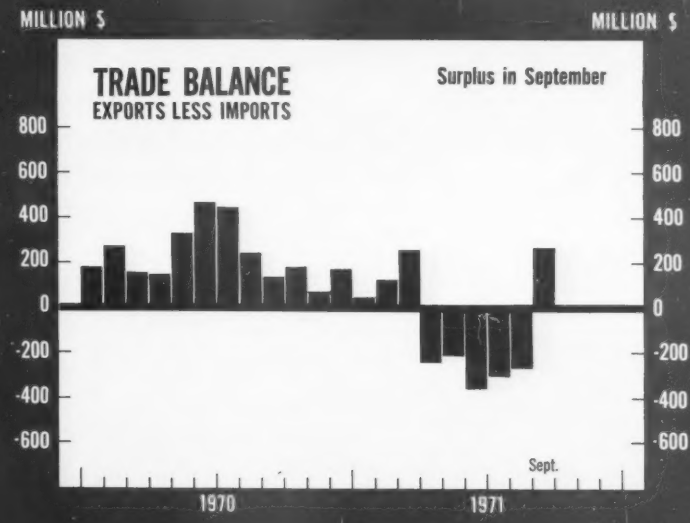
Employment has increased four consecutive months, rising 1.4 million since June. Unemployment also improved, dropping from 6.0 percent in September to 5.8 percent in October. In the important married-men category, unemployment declined to 3.0 percent in October, the lowest point in a year. Average weekly hours of work increased for the first time in several months.

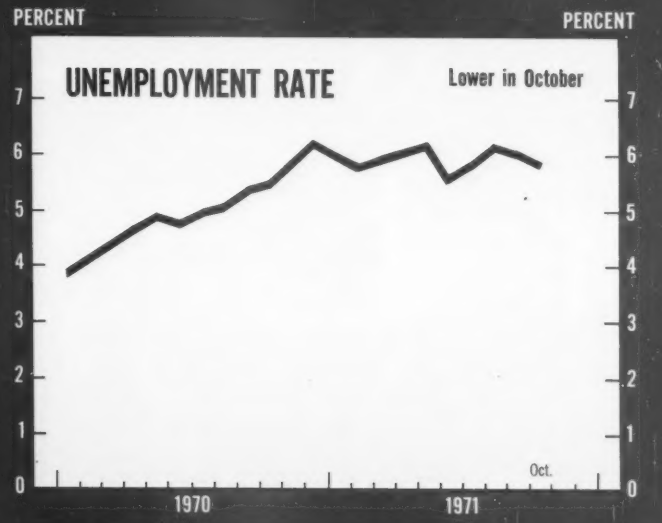
Latest Indicators











*Annual rates
All data seasonally adjusted

Commerce Today
Vol. II, No. 3
November 15, 1971

Selling U.S. Textiles, Apparel In Far East: Plausible, Profitable

Inaugural-Flight Mission Finds Strong Demand For Latest-Style American Fabrics, Garments

CUSTOMERS IN TOKYO—*Almost 3,000 visitors viewed U.S. Trade Center exhibits of firms represented on trade mission to Japan and Hong Kong.*

Substantial increases during the next 12 months in U.S. textile and apparel exports to Japan and Hong Kong are predicted by a trade mission that returned last month from the two countries.

Mission Director Stanley Nehmer, the Commerce Department's Deputy Assistant Secretary for Resources, sees a jump of about 33 percent over last year's clothing and fabric exports to Japan, and some 10 percent in such exports to Hong Kong as a result of the mission.

Nehmer observed that the 35-member group was enthusiastically received by the business communities of both countries.

"The mission accomplished more in a few brief days in Hong Kong and Tokyo toward increasing the level of U.S. exports of apparel and textiles than any other concerted effort made to date," he said, adding: "I suspect this group would like to go back within a year . . . follow-up is all important."

The U.S. Apparel and Textile Export Mission, the first in the industry to visit Japan and Hong Kong, represented a joint effort of several institutions. The American Apparel Manufacturers Association initiated the idea and served as the principal source of membership. The American Textile Manufacturers Institute provided participants from some of the largest U.S. textile firms. Northwest Orient Airlines made the transportation available in conjunction with its inaugural Boeing 747 flight service from San Francisco to Hong Kong, and contributed full support service; R. K. Erickson, vice president for public relations, accompanied the group.

The Commerce Department's Trade Missions Division planned and executed the project in cooperation with the Consulate General in Hong Kong and the U.S. Embassy, Tokyo. Robert Wilbourn, Director of the Department's Trade Missions Division, coordinated the operation.

More can be sold

Initially labeled by some doubters as a "coals to Newcastle" exercise, the mission found that it was indeed possible to increase sales of U.S. textiles—especially fabrics unobtainable in Hong Kong and Japan and styles in American apparel as recent as next season's hemline. "There was little concern about having products 'knocked-off'—next year's styles are still uncopyable," Commerce's Wilbourn said.

The U.S. businessmen found a strong interest among the Japanese in their products. About 3,000 visitors came to the U.S. Trade Center in Tokyo to see exhibits of the 23 U.S. firms represented. More than that was the revelation to the mission members that their products are competitive in Japan and that the Japanese will buy them.

Neither country has quota restrictions on textiles and cloth garments; Hong Kong has no duties, and Japan's are moderate. For Japan, however, incoming freight rates are high and the country's cumbersome distribution system adds to the price paid by the consumer. But the Government is placing more emphasis on imports, and the trading companies are interested in expanding purchases from abroad.

Last year's U.S. textile and apparel exports to Japan and Hong Kong totaled $44 million. U.S. imports of such products from the two countries in the same period reached $889 million.

James A. Morrissey, of the American Textile Manufacturers Institute, reporting his group's impressions, concluded:

"Selling American textiles and apparel in Hong Kong and Japan might appear to be something akin to 'Mission Impossible,' but the recent mission to the Far East was not only possible but plausible and profitable."

Faced with low-wage competition, discriminatory freight rates and thousands of miles of ocean, U.S. textile manufacturers have not seen the Orient as one of their best markets for exports, the ATMI official acknowledged. "However," Morrissey said, "the textile companies which participated in the trade mission already were established in the Far East market. Their goal was to in-

TRIPLE-SNIP INAUGURAL—*Cutting ribbon at show's opening in Tokyo, from left: Mission Director Stanley Nehmer, U.S. Ambassador to Japan Armin H. Meyer, President of American Apparel Manufacturers Association Leonard Staples.*

DISPLAYING FABRICS—*H. T. Deane (center), of American Textile Manufacturers Institute group in the mission, illustrates one of his firm's products—made into smart-design slacks.*

EXAMINING SWATCHES—*Prospective customers showed keen interest in fabrics not produced in Japan.*

vestigate new and expanded opportunities in that area." The report continued:

"The fact that the American textile industry was able to sell $34.5 million worth of textiles in Hong Kong and Japan in 1970 indicated to mission members that a good market exists for certain types of American fabrics despite the tremendous differences in wages between the countries. The mission, therefore, was looked upon as an opportunity to generate new business during a period when the domestic textile market has not been growing."

Some of the group said that the trade mission was 10 years too late; that the French, Italians and others had already made deep inroads into the market. But others believed the timing was just right and saw a developing market which is receptive to American manufacturing know-how and selling techniques.

Some key observations by the textile producers:

► The textile market in the Far East lies in the area of high fashion and in those fabrics and products which the Orientals cannot or do not make. This includes print cloth, fashion fabrics for suits, slacks, dresses and sport coats, sports and recreation wear and draperies, upholstery and other household furnishings.

► Conversations with Japanese business leaders, manufacturers, agents and retailers brought out the fact that the American label has tremendous selling power. The Japanese are brand conscious and they are receptive to advertising.

► In the space of just a few years, Japan's population has become considerably more affluent, and, particularly in their big cities, more Westernized.

► As is the case in the United States, the young people set many fashion trends, and U.S. experience with the American youth market can easily be transferred to Japan.

► Western clothing has similar appeal in Hong Kong where, even with the tremendous local labor cost advantage, there is a definite market for American design and styling in both basic fabrics and apparel. Mission members learned, for example, that Hong Kong is in the process of "rehousing itself" through massive apartment construction with both government and private money. This, in turn, has opened new markets for draperies, sheets, and pillow cases and towels.

Members of the mission showed interest

END RESULT—*In Hong Kong, Albert Feldstein (center, standing) looks on as businessman signs contract. Others, from right: U.S. Con. Gen. David Osborn, AAMA official Ellis Meredith, Commerce's Robert Wilbourn, and another Hong Kong businessman. Photo at right: Buyers admire U.S. apparel.*

in potential trade with mainland China. They took advantage of their stay in Hong Kong to discuss prospects with government and business experts in the Crown Colony. Most were urging caution where the Chinese market for textiles is concerned. They feel China will develop as a market, but that the Chinese are not very likely to use their limited reserves of foreign currency for consumer goods. They look for initial business to come in the form of capital goods and construction equipment.

Some individual comments:

H. T. Deane, president of the McCampbell Sales Division of the Graniteville Co., New York, which has had an agent in Japan for a number of years, said that both he and his agent were impressed with the amount of traffic at the trade show and the degree of interest among the Japanese visitors.

Additional exposure to the market was what A. R. Cruz of J. P. Stevens & Co., New York, wanted from the promotion. The result, he said, was better than expected. Cruz pointed to the fact that many of the people visiting the trade shows were key decision makers who in all likelihood would mean more business in the long run.

Walter Sharoff of M. Lowenstein & Sons, New York, declared that his firm hopes, in the "near foreseeable future," to double its exports to Japan. "We hope to sell American fashions to the youth market there," he said, "because we have the largest youth market in the world."

Albert Rosen of Burlington Industries, Inc., also of New York, described Hong Kong as "a wide awake market" where people are quite fashion conscious. He pointed out that Hong Kong businessmen are efficient, keep abreast of the latest developments and take advantage of them.

Apparel group reports

American Apparel Manufacturers Association officials, reporting to the Commerce Department, gave the mission an "A+" rating on cooperation and results. According to Ellis E. Meredith of the association, his group's participants represented widely differing business operations and product lines. Those members who were veteran overseas salesmen generously shared information, know-how, and contacts with less experienced associates.

Meredith noted that favorable results were spread thoroughly throughout the entire delegation—though inevitably, some of the businessmen were more successful than others. A sampling of comments follows:

A jubilant Albert Feldstein, managing director of the Washington Manufacturing Co. in Nashville, Tenn., said, "It would have taken 1,000 years of trips to accomplish what we did. We saw the decision makers." Feld-

HOSTESS AS MODEL—*Mission Director Nehmer, right, looks on as R. H. Erickson of airline providing mission transportation calls attention to lining of coat modeled by flight hostess.*

stein stayed on in the Orient to follow up on some of the 32 firm proposals he received in Tokyo.

Robert Ullman, president of Canoe Manufacturing Co. of Pine Grove, Pa., said, "We had never before done any export business, yet in Hong Kong we sold five accounts, and in Tokyo we're talking to so many people my head spins."

Substantial gain seen

Rowan Miller, vice president of Elder Manufacturing Co. in St. Louis, represented a company already working with a licensee in Japan. Largely as a result of the mission, Miller said, "We expect to increase our business here by 90 percent next year."

E. W. Elliott, representing Levi Strauss of San Francisco, another company already doing a strong direct business in Japan, said, "Our people were very pleased; they were gratified that not only regular customers but new customers were present."

Sig Goldschmidt, president of Lees Manufacturing Co. in Cannon Falls, Minn., had a pleasant choice to make as a result of the mission—one shared by others on the project—whether to license or sell direct. "They showed great interest in my merchandise. For now," he concluded, "we'll keep trying to export."

Ralph Edwards, president of Ralph Edwards Sportswear in Cape Girardeau, Mo. observed: "There's a big market here. I think we can lay our goods [men's leather and suede apparel] down here for less than domestic competition."

James White, president of Jim White Manufacturing Co. in Wilmington, Calif., said: "As a small manufacturer, I feel this was an outstanding opportunity. There is considerable interest in swimwear and ladies' sportswear . . . a big market."

Leonard Staples, president of H. D. Lee Co. in Shawnee Mission, Kan., and president of the association, said: "Our company actually turned down substantial business because we haven't finally decided which way to proceed." Echoing the advice of government counselors, Staples urged the mission members to "take time before making your decisions here."

The mission's affirmative conclusions were reported in a recent issue of *Business Week* by John Pearson, an associate editor of the publication, who accompanied the mission. "While Washington was negotiating curbs on imports of such products from Japan," he commented, "executives from 23 U.S. companies were promoting the American look in garments and textiles for Japanese customers." The mission members estimated, he said, that their selling effort "will produce $8 million in added exports to Japan, on top of $23 million worth of U.S. clothing and fabrics sold last year to that country."

In addition to those already mentioned, the following executives were part of the business membership of the mission:

Allan Bernard and Barton Heinz, Trends of the Times, Los Angeles; Frederick Block, Block Industries, Wilmington, N.C.; Thomas M. Broderick, Tom Broderick Co., Glendale, Calif.; Victoria Erteszek, Olga Co., Van Nuys, Calif.; Gilda Feldstein, Ely & Walker Export, New York; S. M. Guthunz and Mack A. Gale, Kellwood Co., Maryland Heights, Mo.; Thomas R. C. Hood, Levi Strauss & Co., San Francisco; Walter W. King, Curlee Clothing Co., St. Louis; Jack Peltier, V.F. Corp. Division of H. D. Lee Co., Inc., Shawnee Mission, Kan.; Philip M. Pfeffer and Steward Schultz, Genesco Export Co., Nashville, Tenn.; William T. Prowitt, Williamson-Dickie Mfg. Co., Ft. Worth, Tex.; Carl Sharpe, Sharpe Manufacturing Co., Minneapolis, Minn.; J. T. Shepherd, Berry Manufacturing Co., Berry, Ala.; Henry Sirois, Ralph Edwards Sportswear, Inc., Cape Girardeau, Mo.; and William K. Woltz, Perry Manufacturing Co., Mt. Airy, N.C.

—Bureau of International Commerce

New Funds Benefiting Inner City Institutions

Team Of Business And Government Working To Increase Deposits In Minority-Owned Banks

Minority-owned banks are increasing the number of loans they make in urban centers.

- Minority-owned banks are proving to be leaders in encouraging other banks to loan monies to minorities throughout the country.
- Minority-owned banks are seeking out minority businessmen and providing technical and packaging assistance to them.

Much of this is the result of President Nixon's $100 Million Minority Bank Deposit Program, begun in October of last year.

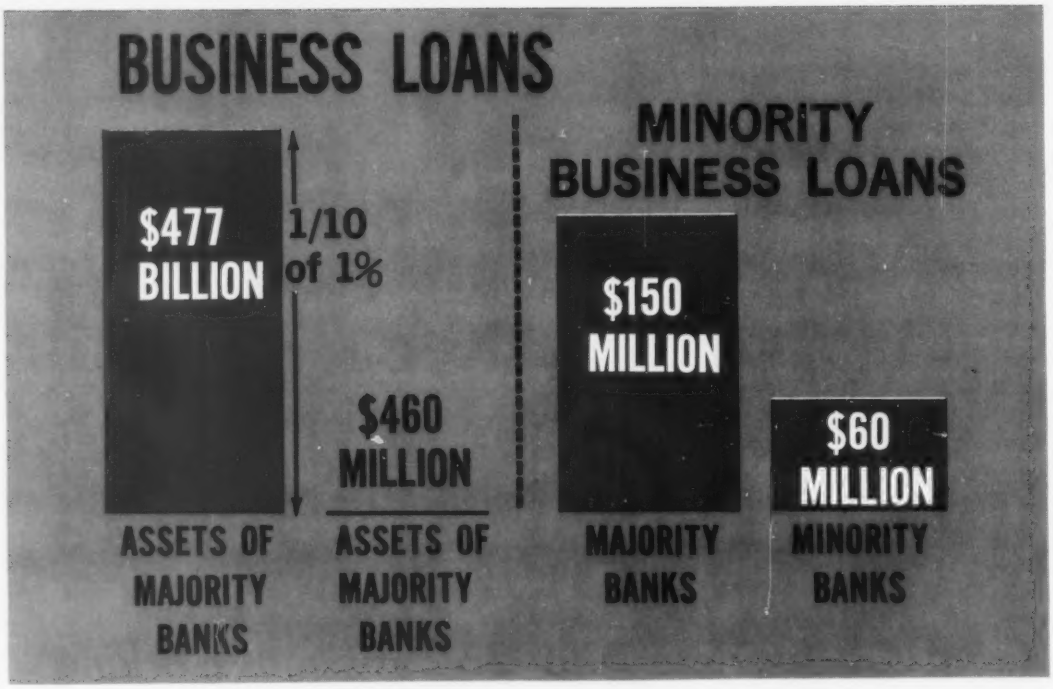
Treasury Under Secretary Charls Walker announced to the National Banker's Association at a recent convention in Washington, D.C., that the program has exceeded its goal.

According to Walker, official Treasury Department reports from the nation's 35 minority-owned banks showed an increase in deposits of $155.5 million during the year from September 30, 1970 to September 30, 1971.

Business and government both have been pumping new funds into minority-controlled banks in the United States through this program—initiated by the Department of the Treasury and the Department of Commerce not only to strengthen these banks but also to generate economic activity in minority communities.

Last year the two formed a partnership to

DISCUSS MINORITY BANKING—*Under Secretary James Lynn, left, discusses minority bankers at initial visit of I. Owen Thunderburg, president, National Bankers Association. Others from left are James Marx, OMBE financial resource director, Thunderburg, executive vice president, Gateway National Bank, St. Louis, Robert Davis, executive director, NBA, and Raymon Romero, acting deputy director of the business opportunity division, OMBE.*



assist in providing $100 million in new monies, for deposit in the Nation's 35 minority-controlled banks. The Federal Government established a basic goal of $35 million of these funds; the private sector, $65 million.

To keep its part of the bargain, the Federal Government directed its agencies and department heads to see whether more money could be deposited in the minority-owned banks. To raise the new monies for the program, the private sector encouraged corporations, labor unions, state and local governments, religious institutions and social welfare organizations to commit funds for black and Spanish-speaking banks in the country.

Results dramatic

Under Secretary of Commerce James T. Lynn said the results of the program are dramatic—showing a growth rate of almost 40 percent in deposits in minority-owned banks. Based on the quarterly Treasury bank "call report" figures, deposits in minority banks increased by more than $155 million.

Part of the result Lynn attributed to more aggressive marketing by the minority banks. But he emphasized that the $100 million National Minority Bank Deposit Program has added significantly to the increase.

In addition, the Under Secretary estimates that an additional $60 million will flow into these banks by the end of 1971 from firm commitments that are now on hand from private sector corporations, educational and religious organizations, trade unions, and local governments.

Who is contributing to the program? For one thing, the list of corporations involved is outstanding. Xerox has just announced a commitment of $3 million for these banks. General Motors and American Telephone both delivered commitments of $5 million. Other corporations pledging at least $1 million include Pepsi-Cola, Prudential Life, Ford Motor and Atlantic Richfield. The life insurance industry has contributed $3.5 million.

The President's National Advisory Council on Minority Business Enterprise committed its membership to make deposits in the minority owned banks and then approached other corporations requesting similar deposits. To date, NAC members have $10.9 million on deposit in the 26 black and 9 Spanish speaking minority controlled banks, $6.6 million of which relates directly to the Minority Bank Deposit Program.

Lester A. Burcham, Chairman of F. W. Woolworth, and Charles G. Rodman, President of Grand Union Company, have promised their efforts, as co-chairman of a national drive, to get $15 million on deposit from the retail industry.

Donham Crawford, President of Edison

Minority-Owned Banks In The U.S.

CALIFORNIA: Los Angeles
Bank of Finance
Chairman: Dr. Edward H. Ballard

Pan American National Bank of
East Los Angeles
Vice President: Paul R. Hernandez

CALIFORNIA: Santa Ana
Banco del Pueblo
Chairman: Hector G. Godinez

FLORIDA: Miami
The Bank of Miami
President: Rafael L. Corona

GEORGIA: Atlanta
Citizens Trust Company
Exec. Vice President:
Charles M. Reynolds

GEORGIA: Savannah
The Carver State Bank
President: L. D. Perry

ILLINOIS: Chicago
The Independence Bank of Chicago
President: Alvin J. Boutee

Seaway National Bank
Vice President: Richard Linyard

KANSAS: Kansas City
Douglass State Bank
President: H. W. Sewing

MASSACHUSETTS: Roxbury
Unity Bank & Trust Company
President: Donald E. Sneed

MICHIGAN: Detroit
First Independence National Bank
President: David Harper

MINNESOTA: Minneapolis
First Plymouth National Bank
President: John Warder

MISSOURI: Kansas City
Swope Parkway National Bank
President: L. C. Squires

MISSOURI: St. Louis
Gateway National Bank
Exec. Vice President:
I. O. Funderburg

NEW MEXICO: Taos
Centinel Bank of Taos
President: Orlando G. Baca

NEW YORK: New York City
Banco Credito y Ahorra Ponceno
Acting Manager: Hugo Ruiz

Banco de Ponce
Senior Vice President: Ugo Lisi

Banco Popular de Puerto Rico
Asst. Vice President: A. Salazar, Jr.

New York City (cont.)
Freedom National Bank
President: William R. Hudgins

NEW JERSEY: Union City
Pan American National Bank
Vice President:
Servando J. Montero

NORTH CAROLINA: Durham
Mechanics & Farmers Bank
President: John W. Wheeler

NORTH CAROLINA: Greensboro
Greensboro National Bank
President: Henry Frye

OHIO: Dayton
Unity State Bank
President: John Grunder

OREGON: Portland
Freedom Bank of Finance
President: V. F. Booker

SOUTH CAROLINA: Columbia
Victory Savings Bank
Vice President: Lewis H. Hall

TENNESSEE: Memphis
Tri State Bank of Memphis
Exec. Vice President: Jesse Turner

TENNESSEE: Nashville
Citizens Savings Bank & Trust Co.
President: M. G. Ferguson

TEXAS: Houston
Pan American National Bank
President: Arnaldo Garcia

Riverside National Bank
President: Dr. Carl M. Carroll, Jr.

VIRGINIA: Danville
First State Bank
Vice President: L. Wilson York

VIRGINIA: Norfolk
Atlantic National Bank
President: Kenneth Cox

VIRGINIA: Richmond
Consolidated Bank & Trust Co.
President: J. Jay Nickens

WASHINGTON: Seattle
Liberty Bank of Seattle
President: James C. Purnell

WASHINGTON, D.C.
Industrial Bank of Washington
President: B. Doyle Mitchell

United Community National Bank
Vice President: Samuel L. Foggie

WISCONSIN, Milwaukee
North Milwaukee State Bank
President: Felmers O. Chaney

BANKERS GET GM BOOST—*James M. Roche, chairman of board of General Motors, commits deposits to William R. Hudgins, formerly the president of the National Bankers Association.*

Electric Institute, is attempting to raise $10 million from the utility companies. The shipping industry is involved. The broadcasting industry is doing its job. Religious institutions have deposited more than $1 million in new funds. Labor unions are part of the campaign.

Burcham said that "major retailing businesses have a stake in building an economic base in minority communities. In the black, Mexican-American, and Puerto Rican communities the minority banks are vital institutions and are major cornerstones to economic development. Our goal among the retailers is to increase deposits in the banks by $15 million. I look to other corporate leaders to follow our example."

A stake in building

Other major corporate depositors include: Pillsbury, Jos. Schlitz Brewing, Oscar Mayer, Avon Products, Lever Brothers, Hercules, Textron, Philip Morris, Squibb Beech-Nut, AMF, Inc., Crane Co./CF & I Steel Corporation, International Paper, Johnson & Johnson, American Can, General Electric, U.S. Steel, Western Electric, James Talcott, Merrill Lynch, Pierce, Fenner & Smith, and Bristol-Myers.

The national program has been headed by Secretary Stans and Treasury Department Under Secretary Charls Walker. The Commerce Department segment has been administered by the Office of Minority Business Enterprise under contract to Capital Formation, Inc., a foundation dedicated to stimulating minority economic development, the National Bankers Association, the banking trade group for the minority-controlled banks, and the President's National Advisory Council on Minority Business Enterprise.

In a Nation of 14,000 banking institutions, only 35 are minority-owned. (A minority-owned bank is defined as one in which at least 50.1 percent of the stock is controlled by minorities.) These 35 minority commercial banks have assets totaling only 1/10 of 1 percent of the assets of the majority institutions. In October of last year, the assets of these 14,000 majority banks were $477 billion; the assets of the minority-controlled banks, $460 million.

Several other minority-owned banks are presently being organized. In fact, a new bank in Greensboro, N.C. opened its doors for business Nov. 2—the Greensboro National Bank. Other minority-owned banks slated for the near future include one in Denver, Colo., one in Oakland, Calif. and one in Indianapolis, Ind.

Yet, even though they control less than 1 percent of commercial banking assets, minority-owned banks—usually located in the heart of minority communities—are a fertile source for mortgages, consumer loans, and capital loans to minority businesses. These banks have already proved to have a multiplier effect well beyond their own capacities in support of minority enterprise. While the majority-owned institutions have loaned $150 million to minority businesses, the minority-controlled banks have loaned $60 million to these firms—30% of the dollar value of all money loaned to minority enterprises.

The success of the National Minority Bank Deposit Program is enabling the minority owned institutions to increase the number of loans they can make in the urban centers.

Currently, minority banks have over 72,000 loans of all types in black communities, totaling $175 million. The bank program is contributing to this effort by providing funds for an additional 20,000 business, mortgage and consumer loans.

Loans made by the minority banks are also proving to be effective in encouraging other banks to follow their lead. For instance, in the South, minority banks have made first mortgages available to blacks. Following this lead, other banks in this location are now extending credit to black homeowners. And, in Richmond, Va., a black bank with assets of $10.1 million announced a program to lend $1 million to minority owned businesses. Shortly thereafter, the major banks with assets in excess of $1.5 billion followed suit, announcing a $5 million program for minority enterprise.

Across the country the minority banks are seeking out minority businessmen and providing technical and management assistance

beyond any conventional definition of banking. In Minneapolis, a bank was able to offer this help to a shopping center; in Los Angeles, to an old-age home; in Houston, to a day-care center; in New York, to an electrical manufacturing plant; in Durham, to a dry cleaning plant—to mention just a few.

Small loans

Another facet of minority-owned banking services, of value to the black and Spanish-speaking communities, is their ability to offer short-term small loans to consumers. To the larger banker, this type of loan is often considered too small and too risky. But minority bankers can offer this credit service to their customers at competitive rates, providing them an alternative to the high-cost lenders when they need to borrow.

Minority-owned banks also provide a valuable training ground for individuals, enhancing the "personnel capital" of minority communities. Additional deposits allow these banks to augment their services and hire and train more minorities in the banking business.

Each account in a minority-owned bank is insured by FDIC up to $20,000; beyond this, the Federal Reserve System and State banking authorities, sensitive to the important role and special status of these banks, watch and work with them closely, providing technical and management advice and counsel.

Confidence indicated

When James M. Roche, Chairman of the Board, General Motors Corporation, announced his company's commitment of $5 million to the program he said that this action "is an indication of our confidence in the possibilities and potential of these banks in helping develop minority businesses and create more jobs."

Obviously, other corporations agree with him, as does the rest of the private sector and the government. The program should expand the capacities of the minority-owned banks immeasurably.

—Office of Minority Business Enterprise

MINORITY-OWNED BANK GROWS—*Freedom National Bank of New York City, a prominent minority-owned bank, is among those benefiting from the new minority deposit program. It is shown here at peak season. William R. Hudgins, former president of NBA, is president of Freedom National Bank.*

Reduction Of Crimes Against Businesses Aim Of New Program

Data Being Collected To Open The Way To Also Help Improve Criminal Justice System

A survey that traces the extent of crime victimization of commercial business establishments; a survey to find out more about court calendars, case files and pre-dominant types of case loading; and a survey to determine expenditure and employment data for the criminal justice system are all part of a major project being undertaken by the Commerce Department's Census Bureau.

The Census Bureau is collecting data for the Law Enforcement Assistance Administration (LEAA) of the Department of Justice, which will use the information to implement national programs in the criminal justice field. LEAA is funding the various Census Bureau projects from appropriations made available for the purpose.

LEAA was created by the 1968 Omnibus Crime Control and Safe Streets Act to provide Federal support for local law enforcement agencies and criminal justice systems, including courts and correctional institutions, in a national effort to reduce crime, and increase the effectiveness, fairness, and coordination of law enforcement. The information gathered by the Census Bureau provides a statistical base for use of the LEAA in drawing up guidelines that the States may follow in dealing with criminal justice problems.

Under the machinery provided by the 1968 Act, 55 States and Territories have set up special agencies to work in consort with LEAA. These agencies each year draw up a plan to be carried out in the criminal justice field, and the plan in a large degree is funded by LEAA. In the future, the various plans could include projects based on Census Bureau information.

The Census Bureau data will be helpful in pointing out where problems are, where money should be allocated, and where efforts should be concentrated in the general effort to improve the safety of the nation's population and its businesses.

A project recently initiated by the Census Bureau involves the gathering of information about State and local facilities for handling juvenile offenders. A questionnaire has been mailed to officials of an estimated 750 juvenile detention and correctional facilities in all 50 States.

Included in these facilities are temporary care detention centers and shelters; training schools, camps, farms, and ranches for longer-term care; reception and diagnostic centers; halfway houses and group homes; even community facilities that provide daily counseling and education combined with home residence.

Information needed

LEAA officials explain that they want information on the structure and operations of all facilities with which a youngster may come in contact, even in cases where he may have been picked up mistakenly and is guilty of no unlawful act. Generally, however, the juveniles in the detention facilities have been sent there for various crimes.

The information to be gathered will include data on the age and characteristics of the physical plants; the number, age, sex, and types of the juvenile residents; the number of professional and non-professional staffs; the governmental units responsible for operating the centers; and details about correctional, educational, and recreational programs conducted within the institutions.

Another major project now under way is the collection of information about nearly 13,500 State and local court systems. The courts involved in the survey include practically all except those operating on a fee-paid basis, such as those over which a justice of the peace presides.

In this survey, the Census Bureau is attempting to gather information on the divisions, department, and branches of the court systems, and on their jurisdiction, personnel, and record-keeping practices. The Bureau is trying to find out about court calendars, case files, how dockets are kept and whether they are in a central place, the extent to which courts collect basic statistics, the predominant types of case loading, the time judges spend on major types of cases, the extent to which courts have clerks, administrators, staffs, and employ quasi-judicial personnel, such as referees, and other facts about court structure and operations.

The survey is being conducted by field agents in the large urban centers, and by questionnaire to courts outside these areas. The Census Bureau has asked the full cooperation of all State and local court officials. The project has the endorsement of the American Judicature Society and the National Association of Court Administrative Officers.

COUNTY JAIL—*Interior of one of the county jails which the LEAA is hopeful of getting corrected.*

The objective, LEAA officials explain, is to provide for the first time in the nation's history a comprehensive description of the American judicial system. The information, they add, will furnish a foundation for a program of national judicial statistics.

LEAA officials emphasize that there is a definite need for accurate data on State and local courts on a uniform national basis. Such information is not available now, and persons concerned with criminal justice problems on a national scale feel that they are shooting in the dark in trying to deal with this situation.

Other projects which the Census Bureau is carrying out on behalf of LEAA in the criminal justice field are: a Directory Survey to obtain addresses and phone numbers of all public criminal justice agencies in the nation; a test to determine the feasibility of having State and local governments maintain a "diary" record of major crimes committed within their jurisdictions over a specific period; a survey to determine expenditure

VOCATIONAL TRAINING—*Inmates at Robert F. Kennedy Youth Center, Morgantown, W. Va., are shown receiving training in small engine repair.*

MOUNTAINSIDE VIEW—*The view of the Robert F. Kennedy Youth Correctional Institution is shown from a West Virginia mountainside location.*

and employment data for the criminal justice system; a survey of victims of such crimes as assault, burglary, larceny, auto theft, and robbery; a survey to obtain statistical information on the background and characteristics of jail inmates and the facilities and programs provided for them; and a survey on the extent of crime victimization of commercial business establishments.

Jail census

Early this year, the Census Bureau completed one project in the criminal justice series, a census of jails. The Bureau found that 4,037 locally-administered jails as of March 15, 1970, held 160,863 persons, of whom 7,800 were juveniles. One in every 20 of the 153,063 adults was a female. Seventy percent of all jails received juveniles.

There were 3,319 jails which were either county-operated or located in municipalities of 25,000 or more people. Of these jails, 86 percent were found to be without facilities for exercise or other recreation. Nine out of every 10 were without any kind of educational facility. Medical facilities existed in slightly more than half. Forty-seven jails scattered through 21 States had no operating flush toilets.

The region picture

Broken down into regions, the following picture was shown: County and large urban jails without recreational facilities: Northeast, 49.6 percent; North Central, 91.3 percent; South, 90.5 percent; West, 80 percent. Those without educational facilities: Northeast, 57.1 percent; North Central, 91.9 percent; South, 92.7 percent; West, 87.2 percent. Those without medical facilities: Northeast, 22.6 percent; North Central, 46.3 percent; South, 57.3 percent; West, 40.3 percent.

Of the total jail inmates, 52 percent were pre-trial detainees or otherwise not convicted. Two-thirds of the juveniles were in this class. Five percent of the inmates had been convicted, but were awaiting further legal action, such as sentencing or appeal. The remainder were serving sentences of varying durations.

In county and large urban jails, nearly 25,000 cells were in use that were built more than 50 years ago. Nearly 12,000 of the cells were more than 75 years old, and 5,416 had been in use more than a century.

—*Census Bureau*

Technical Information Service Aids Industrial Product Development

Assists In Increasing Production, Reducing Costs, Avoiding Duplicate Basic Research

A manufacturer of semi-conductors credits a National Technical Information Service (NTIS) report with saving $130,000 out of a programmed $150,000 for the development of a special high-speed press. The report "described almost the exact items we needed and were able to purchase from a private company for $20,000," a company official said.

A NTIS technical report bought by a chemical specialties manufacturer led to the firm's development of a commercial cleaning compound that now has annual sales of $125,000 to $150,000.

Other companies around the country have found NTIS reports a means of aiding in the development of new products, increasing production, reducing costs, avoiding duplicate basic research and adding to research input, not to mention keeping up to date on what's happening in a given field or profession.

Commerce's National Technical Information Service is a storehouse of information for the business and professional communities on a multitude of subjects in the scientific and technological fields. Recently, it has been expanded to include economic and other business-related areas.

The agency was established by Commerce Secretary Stans little more than a year ago to provide one door through which businessmen and other interested persons can go to find needed documents and answers to questions in an era in which knowledge is exploding in all directions.

Located at Springfield, Va., about 15 miles from Washington, the agency is the only information service of its kind in the Federal Government and is one of the world's largest data banks. The 355 employees rely heavily on computer technology to ferret out and provide reports and other information on a rapidly increasing array of topics.

A flood of documents

The facilities of NTIS include the former Clearinghouse for Federal Scientific and Technical Information, established in 1948 as a center for the vast flood of technical documents brought to the U.S. after World War II. Subsequently, the Clearinghouse became the major supplier of Government-pro-

COMPUTER ROOM—*William T. Knox, NTIS Director (left), and Peter F. Urbach, Deputy Director, stand in front of the NTIS 360-25 IBM Computer, which makes it possible to keep track of hundreds of thousands of titles.*

duced technical reports to the general public. It was decided that if the Clearinghouse was a good idea, it would be a better idea to expand the service and bring in more information to meet more of the needs of the business community.

The Clearinghouse, which obtained reports and other material from 150 Government agencies, had accumulated about 650,000 documents dating from 1948, of which 250,000 dated from 1964. NTIS is now obtaining information from 225 agencies, and has added more than 50,000 documents, dating from 1970, in its brief existence.

Subject matter includes aeronautics, aerodynamics, agriculture, atmospheric sciences, behavioral and social sciences, biotechnology, business, housing, medical engineering, nuclear science and technology, communication systems, environmental pollution, marine engineering, energy conversion, construction, and transportation, to name a few.

The services supplied to the public by NTIS are multi-faceted. NTIS announces newly-released documents and other material, supplies the material, and provides customized computer information retrieval searches. It is now selling approximately three million pieces of specialized information a year to 150,000 buyers. The information is supplied in the form of documents, magnetic data tape for computer input, or in microfiche or microfilm. The agency has approximately 20,000 paid subscribers to services which announce the availability of specific materials.

Regular customers of the service include such firms as E. I. DuPont de Nemours & Co., Pratt & Whitney Aircraft, Sears, Roebuck, Litton Industries, Firestone Tire & Rubber, Corning Glass, Sun Oil, General Dynamics, GTE Sylvania, American Can, and various

DOCUMENT PHOTOGRAPHY—*This young woman is photographing the original of a document to make negatives or mats for the printing machines which reproduces the document to supply requests.*

Government agencies as well as the academic community.

Payment for NTIS services may be made by check or money order, which can be handled faster if accompanied by a special order card provided by the agency. Still another method used by about 4,000 customers, is a deposit account of $25 or more, against which the price of documents and services may be debited. Customers also may now be billed for material, for which a 50 cent service charge is made for each title.

Public sales

The NTIS program, a non-profit operation, is financed from three sources: Congressional appropriations, reimbursements from other Federal agencies, and public sales of services. The greatest source of funds is receipts from public sales of services, which in the current fiscal year is expected to total $4,100,000. Appropriations and reimbursements from other agencies each account for only about 25 percent of the NTIS budget. It is largely self-sustaining. The agencies reimburse NTIS for the work it does to disseminate their material, the largest reimburser being the Department of Defense.

More than 225 Government organizations in addition to the Commerce Department use the NTIS facilities to announce and distribute their documents and data files. A recent agreement with the Defense Supply Agency enables NTIS to serve as the principal marketing agent for publications and information products of nine DoD-sponsored Information Analysis Centers. These centers acquire, select, store, retrieve, evaluate, analyze and synthesize information on ceramics, metals, plastics, thermal physical properties, electronic properties, reliability, chemical properties, infrared, machinable data, and mechanical properties.

"We are promoters and merchandisers of information," explains William T. Knox, NTIS Director since January and a former McGraw-Hill Vice President responsible for information systems.

NTIS covers the entire Federal Government with respect to research and development reports and studies, adds Knox, especially those done by persons working under contract with the Government. Moreover, he points out, NTIS handles Commerce Department publications and is able to provide a broad range of other materials and information.

Knox explains that while the Superintendent of Documents of the Government Printing Office typically deals with requests for documents from the general public and is the only Government source for Congressionally-sponsored documents, NTIS operates more in the technical area, and thus is in a position to serve businessmen, scientists, and others interested in specialized information.

The volume of knowledge is growing so rapidly, he says, that obtaining the best available information on a subject "is becoming more and more a matter of chance." He adds that a great many people delude themselves into believing they are on top of a subject, and are surprised when they become aware that there is highly pertinent information on the subject that they did not know about.

"We are trying," says Knox, "to increase the probability that a person can gain access to the information he needs."

NTIS provides an extensive array of information services, and the number is increasing constantly. There are four announcement services, a series of 321 broad information categories in which material is available on subscription and a variety of

FILLING MICROFICHE ORDERS—*An NTIS employee assembles copies of material in microfiche to supply standing orders that NTIS has received. A card bearing a standing order is placed in a static card reader, which lights up the pigeon-hole containing copies of the requested microfiche.*

others. The information categories in which material is provided range from aircraft accidents and market data to translations of news stories from Mainland China and Soviet Russia.

Three services which at present are the most in demand are: **Government Reports Topical Announcements**—This is a digest of newly-released reports published semi-monthly and covering all fields. It is tailored to meet the needs of the busy executive, businessman, scientist, engineer, and project manager. Capsuled abstracts are provided of the various reports so that the user can immediately select whatever interests him.

Subjects covered range from poverty to banking, environmental pollution to area development, transportation safety to new products and materials. Documents announced for sale are not confined to the scientific and technical fields. To an increasing degree, they are concerned with the social sciences, commerce, business and industry.

In addition to the abstract reference, each entry in the digest contains a complete bibliographic citation, including document title, corporate source, personal authors, report date, page count, supplementary notes, stock number and document price.

Fast Announcement Service—This is a flash sheet service highlighting selected new Government research and development reports. Documents received by NTIS are reviewed by technologists for their industrial significance, and about 10 percent of them are chosen for this service.

The selected reports embrace 57 fields of technology ranging from food and agriculture to optics. Brief references to each are given.

NTISearch—This is a service in which the user requests a computer search for information about the pertinent documents in a particular field. The subscriber names his subject, and within days NTIS provides him with up to 100 abstracts on documents in this area. It is a quick method of ascertaining the materials available on the subject.

A service that is gaining favor with the business community is **Selected Categories in Microfiche (SCIM).** This is a standing order service intended to provide the customer with microfiche copies of reports in highly selective fields of interest. The categories covered are the same as those in the Government Reports Topical Announcements service. Documents may be ordered by categories or by reference to the agency issuing them.

If the subscriber wishes to receive documents in a particular category over a period of a year, he should write for a price quotation. He will receive a quotation based on the estimated number of documents to become available in this category in the coming year.

The microfiche service is of particular value to business and industrial libraries.

The wide range of other NTIS services include: technical briefs of the National Aeronautics and Space Administration (NASA) or produced by NASA-Atomic Energy Commission interchange efforts; export and import data; Foreign Broadcast Information Service; USSR serials, patents subscription service; Internal Revenue Service tax cases; selected water resources abstracts; a joint information retrieval service involving ongoing research programs and results conducted by NTIS and the Smithsonian Institution's Science Information Exchange (SIE);

A complete listing of all services and materials of the National Technical Information Service (NTIS) is contained in a free 24-page illustrated booklet which may be obtained by writing to:

NTIS, U.S. Department of Commerce, Springfield, Va. 22151

Department of Defense research and development work; studies conducted at the U.S. Naval Research Laboratory, and various others.

NTIS Director Knox suggests that knowledge and sources are accumulating so fast that the future emphasis will be not so exclusively on individuals who have stored information in their own minds, but also on persons who know how to find what is available. Reliance thus will be more and more on using the fantastic new communication technologies (such as computers, microfilm and cable television) to produce answers and information references.

"This trend," Knox says, "will mean a marked shift in people's behavioral patterns and educational experience. There will be much less emphasis on knowing a great deal yourself, and much greater emphasis on knowing how to structure a logical, efficient search for information, using the latest technological aids." —*NTIS*

DOMESTIC BUSINESS REPORT

- LNG vessel project—full speed ahead
- Veterans to get first choice
- Franchise sales expected to rise
- Nuclear ship retiring in glory
- Alaska pipeline to aid economy

Drive To Aid U.S.-Flag Carriers Picks Up

A research program to improve the competitiveness of U.S.-flag vessels in the transportation of liquefied natural gas has been initiated by the Maritime Administration.

The Commerce agency sent a letter to gas companies, naval architects, shipbuilders, and other interested groups, requesting ideas for the specific elements to be included in the effort.

Industry—Maritime share

From the responses, Maritime will develop a research program that will be carried out on a joint cost-sharing basis between industry and Maritime. Maritime, according to A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, has allocated up to $1.2 million as its contribution to the research effort.

Announcement of the project followed plans to place the largest private shipbuilding order in the history of U.S. shipyards by Howard Boyd, chairman of the board of El Paso Natural Gas Co. The order involves six liquefied natural gas carriers estimated to cost in excess of $70 million each.

The $400 million plus ship construction program is contingent upon the Federal Power Commission's approval of pending applications to import one billion cubic feet of Algerian natural gas daily to the East Coast, and extension of Maritime's assistance available under the Merchant Marine Act of 1970.

"This is the most significant action so far taken under the President's maritime program," Secretary Stans said, "It will add importantly to domestic employment, not only in our shipbuilding industry, but in other basic industries including steel and those serving the petrochemical field.

"The construction of a $350 million gas liquefaction plant of American manufacture in Algeria to supply product for the ships adds to our export expansion program and is a balance of payments plus," Stans continued.

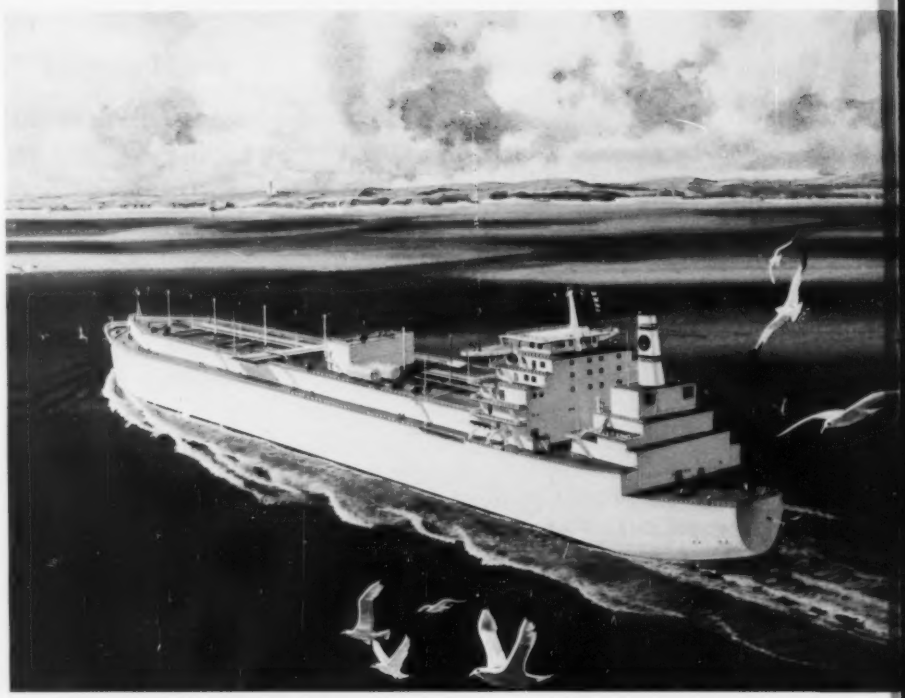
Open new LNG supply

In addition, he said these actions open a new supply of natural gas to meet increasing requirements for clean fuels on the Eastern seaboard.

Each of the ships, the largest LNG carriers ordered in the world to date, will have a capacity of 125,000 cubic meters of LNG. The ships would be used to haul LNG from Arzew, in Algeria, to regasification plants in Cove Point, Md., and Savannah, Ga. These plants and connecting pipelines to serve market areas in the United States in the Middle Atlantic and Southeastern states will cost an estimated $200 million.

Discussing the related research project, Gibson pointed out that the marine transportation of natural gas today is almost totally the outgrowth of technology developed in other nations.

"LNG carriers which will be built and registered in the U.S. using this technology, will be competing with foreign-flag LNG's on their own ground," Gibson continued.



EL PASO SHIP—*An artist's conception of the liquefied natural gas carrier, one of six ordered by El Paso Natural Gas Co. The $400 million plus order is contingent on approval of the Federal Power Commission, and is the largest private order.*

Unique technology

"Our goal is to develop a new and unique technology based on American capabilities and techniques that will give U.S. ships a competitive edge," the Commerce Department's Maritime Administrator added.

Some research applicable to this goal is being carried out in this country today by private interests. He said Maritime anticipates drawing these fragmented efforts together into a coherent program that will benefit U.S. shipyards, operators, and gas companies directly."

Gibson explained that this proposed research program is designated to do for liquefied natural gas carriage what containers and barges have done for general cargo movements.

"These innovations have proven beyond doubt that by applying advanced technology to ocean shipping, American ship operators can compete with lower-cost foreign-flag operators," he explained further.

"There is every reason to believe that we can improve the productivity of American LNG carriers to the point where they too can compete effectively with foreign vessels of this type," Gibson added further.

He pointed out that the basic technology used in cryogenic carriers, such as LNG vessels, was developed in this courtry. The world' first LNG ship, the METHANE PIONEER, a converted Cl freighter, was designed and converted in the United States in the late 1950's. This country still retains its lead in basic cryogenic technology.

Foreign designs

However, Gibson said, foreign firms have built upon this technological base, and nearly all of the gas containment systems for LNG's currently in use in the world are built to these foreign designs.

"Our goal is to restore this nation's former lead in this specific area," the Maritime Administrator concluded.

—Maritime Administration

U.S.-Flag Fleet Data Shows Another Drop

The total number of ships in the U.S. merchant marine is continuing to drop.

There were 623 vessels of 1,000 gross tons and over in the active ocean-going U.S. merchant fleet on Sept. 1, 1971, according to the Merchant Marine Data Sheet released today by the Maritime Administration, U.S. Department of Commerce.

There was a decrease of 14 active vessels and an increase of nine inactive vessels in the privately owned fleet as compared to the number of ships in this category on Aug. 1, 1971. Total number of vessels in the privately owned fleet is 738.

The Maritime Administration's active fleet increased by one and its inactive fleet decreased by seven. One vessel was returned to its private owner. There are now 717 vessels in the government-owned fleet. *—Maritime Administration*

Listings Of Government-Funded Jobs Should Aid Vets' Search

A new requirement that government agencies and federal contractors list job openings is expected to have significant impact on the nationwide search for jobs for Veterans.

President Nixon ordered the new mandatory listing of full time, temporary and part time job openings with the employment service as part of the campaign to place returning servicemen in civilian jobs. Under federal law, the employment service is required to give veterans preference in job referral and counseling.

Officials estimate that by Dec. 15, private employers who are federal contractors and sub-contractors will have listed one million jobs and five million listings will have been entered on employment service rolls by the end of next June.

Labor Department officials predict that 22 percent of all job referrals from these listings will be veterans recently released from the service. This means that some 22,000 veteran referrals will be made by November, 220,000 by the middle of December, and 1.1 million by the end of next June.

"President Nixon's six-pronged attack on veteran's unemployment is expected to triumph by the end of the fiscal year," according to Charles Daly, Commerce representative on the Jobs For Veterans Committee.

"At that time, it is anticipated that there will be no difference in the unemployment rate between veterans and non-veterans," he continued.

Business leaders, the industrial community, federal and local governments are actively involved in implementing the President's six point program which includes:

- Draw on the resources of the National Alliance of Businessmen as a means of increasing participation of business, in providing employment for veterans. NAB has pledged to find 100,000 job opportunities in private industry.
- Expand the Department of Defense's Transition Program for separating servicemen by extending transition overseas, and providing special programs for drug users at 35 military bases.
- Immediately augment the number of training opportunities for returning veterans and encourage veterans and employer participation, such as additional public service career opportunities, placement of veterans in college and vocational institutions, and special efforts to aid ex-servicemen without high school educations.
- Increase the effectiveness of the U.S. Employment Service in finding and opening jobs and job opportunities for veterans.
- Provide special vocational rehabilitation services to veterans who have been drawing unemployment compensation for three months or longer.

—Jobs for Veterans

JOB TRAINING—*Veterans train for jobs in the civilian labor market at a Project Transition job training center, shown working on a small engine.*

HIRE
A Veteran:

Construction worker
Electronics technician
Electrician
Draftsman
Cook
Aircraft mechanic
Medical technician
Policeman
Computer programmer
Nurse
Administrator

He's Home.

Home with maturity, abilities and ambition.

Veterans have experience in dozens of fields. And hundreds of specialties . . . many of them hard to find. Trade skills. Technical skills. Professional and supervisory skills.

Call or visit your local state employment service.

FRANCHISE SALES RISE—*Franchise establishments, such as the service station pictured above, expect to increase sales of their goods and services by more than 18 percent by the end of 1971 jumping to a high of more than $131 billion.*

Franchise Goods And Service Sales Expected To Hit New High This Year

Franchise establishments in the U.S. expect to sell $131.6 billion of goods and services in 1971, an 18.3 percent increase over the $111.2 billion sold in 1970.

This information is embodied in a report on "Franchising in the Economy, 1969-1971," prepared by Commerce's Bureau of Domestic Commerce. The report is based on a survey made by the Bureau of the growth and variations in franchising and is the first effort in this field.

Data for survey

The Bureau contacted 2,750 firms believed to be in franchising. From these firms, it received 936 responses, more than two-thirds of which provided data for the survey. To supplement the data thus obtained, franchising data for automobile dealerships, gasoline stations, and bottling companies were compiled from Bureau of the Census and trade association information. Since most of the large franchisors participated in the survey, coverage is estimated at 98 percent of sales volume.

No attempt, however, was made to include automobile dealerships, gasoline stations, and bottling companies in the survey because information regarding these concerns were available from the Bureau of the Census and private sources.

Sales of franchise establishments in 1970 dropped 6.9 percent below the $119.5 billion total for 1969. Thus the anticipated 1971 volume represents to a large degree a rebound in business from the sluggish level of the previous year. The dollar total is expected to be slightly more than 10 percent above 1969.

However, the survey reveals in the main a continuous rise in franchise operations. In 1969, there were 384,000 franchise establishments. The total grew to 396,000 in 1970 and is expected to rise to 407,000 in 1971, a gain of 6 percent in the two-year period.

"This trend," the Bureau commented, "is expected to continue in the 1970s but probably at a slower rate. . .

"Franchising . . . has grown dramatically to where it is a major economic force. It has displaced some independent small businessmen, but it has stimulated a revival in small business operations."

The data compiled showed that the number of automobile dealerships, gasoline stations, and bottling companies, which are traditional types of franchising, is expected to decline from 262,700 in 1969 to 259,700 in 1971, a drop of slightly more than 1 percent. However, estimates are that their sales over the same period will jump from $94.9 billion to $101.1 billion, a gain of 6.6 percent.

The newest increase

In contrast, the survey indicated that the number of establishments in the newer forms of franchising will increase from 121,200 in 1969 to an estimated 147,000 in 1971, an advance of 21.5 percent, and that their sales will climb from $24.7 billion in 1969 to $30.6 billion in 1971, a gain of 23.9 percent.

In the same way that the trend is toward greater growth in newer franchising forms, there is also a move toward greater concentration. Except in construction and remodeling and in recreation, entertainment and travel, large franchisors with more than 500 establishments predominate in the newer franchising methods. There is a similar concentration in the traditional franchising forms.

Franchisor-owned outlets in the newer areas of franchising, the survey indicated, will account for 21 percent of the establishments and make 51 percent of the sales in 1971. Sale of products and services by franchisors to franchisees totaled $2.9 billion in 1970, an increase of 15 percent over 1969. These sales figures are expected to rise another 15 percent to $3.4 billion in 1971.

The report showed the following trends in different lines of franchising:

► Automobile and Truck Dealers: number dropped from 378 franchisors and 37,422 franchisee

establishments in 1969 to a predicted 370 franchisors and 36,630 franchisee establishments in 1971; sales of both expected to increase from $66 billion in 1969 to $69 billion in 1971 after dropping to $53 billion in 1970.

► Gasoline Service Stations: number of franchisors remained at 44,400 in 1969 and 1970; franchisee establishments dropped from 177,800 to 175,600; sales of both expected to increase from $25 billion in 1969 and $27 billion in 1970 to more than $27 billion in 1971.

► Soft Drink Establishments: number of franchisors remained at 100 and franchisee establishments at 2,600 in 1969 and 1971; sales of both expected to advance from $3,399 million in 1969 and $4,102 million in 1970 to $4,756 million in 1971.

► Automotive Products and Services: number increased from 4,417 franchisors and 14,493 franchisee establishments in 1969 to an estimated 5,233 franchisors and 15,404 franchisee establishments in 1971; sales of both expected to rise from $1,802 million in 1969 and $1,936 million in 1970 to $1,979 million in 1971.

► Business Aids and Services: number increased from 3,083 franchisors and 5,562 franchisee establishments in 1969 to an estimated 4,291 franchisors and 8,516 franchisee establishments in 1971; sales of both expected to rise from $665 million in 1969 and $723 million in 1970 to $794 million in 1971.

► Accounting, Credit Services, Collection Agencies and General Business Systems: number increased from 25 franchisors and 910 franchisee establishments in 1969 to an estimated 73 franchisors and 1,807 franchisee establishments in 1971; sales of both expected to rise from $17 million in 1969 and $20 million in 1970 to $41 million in 1971.

► Employment Services: number increased from 1,150 franchisors and 1,370 franchisee establishments in 1969 to an estimated 1,341 franchisors and 1,798 franchisee establishments in 1971; sales of both expected to rise from $496 million in 1969 and $516 million in 1970 to $546 million in 1971.

► Printing and Copying Services: number increased from 44 franchisors and 207 franchisee establishments in 1969 to a predicted 50 franchisors and 366 franchisee establishments in 1971; sales of both expected to jump from $8 million in 1969 and $12 million in 1970 to $16 million in 1971.

► Tax Preparation Services: number increased from 1,847 franchisors and 1,863 franchisee establishments in 1969 to an estimated 2,736 franchisors and 3,123 franchisee establishments in 1971; sales of both expected to advance from $60 million in 1969 and $85 million in 1970 to $96 million in 1971.

► Miscellaneous Business Services: number increased from 17 franchisors and 1,212 franchisee establishments in 1969 to an estimated 91 franchisors and 1,422 franchisee establishments in 1971; sales of both expected to rise from $84 million in 1969 and $89 million in 1970 to $96 million in 1971.

► Construction and Remodeling: number increased from 73 franchisors and 485 franchisee establishments in 1969 to an estimated 95 franchisors and 812 franchisee establishments in 1971; sales of both expected to increase from $50 million in 1969 and $63 million in 1970 to $83 million in 1971.

► Convenience Groceries: number increased from 4,903 franchisors and 3,316 franchisee establishments in 1969 to a predicted 5,863 franchisors and 4,257 franchisee establishments in 1971; sales of both expected to rise from $1,456 million in 1969 and $1,727 million in 1970 to $2,002 million in 1971.

► Educational Products and Services: number increased from 318 franchisors and 4,139 franchisee establishments in 1969 to an estimated 444 franchisors and 5,105 franchisee establishments in 1971; sales of both expected to increase from $76 million in 1969 and $86 million in 1970 to $104 million in 1971.

► Fast Food Establishments: number increased from 3,842 franchisors and 24,894 franchisee establishments in 1969 to an estimated 5,972 franchisors and 29,575 franchisee establishments in 1971; sales of both expected to rise from $3,790 million in 1969 and $4,602 million in 1970 to $5,301 million in 1971. —*BDC*

Pioneer Nuclear Vessel Retires, Threshold Of Second Generation

Deactivation of the world's first nuclear propelled merchant ship—the N. S. SAVANNAH—will signal the end of a pioneer era in peaceful uses of nuclear energy and the threshold of a second generation.

On to Georgia

The N. S. SAVANNAH will be transferred from Galveston, Texas, early in January to its namesake port in Georgia where final preparations for its deactivation will be performed.

Designed as a passenger-cargo ship, the $85 million vessel operated without a single nuclear mishap and was instrumental in winning public confidence and acceptance in this country and abroad of the use of nuclear energy for peaceful pursuits.

Its high operating costs and the fact that it was designed as an experimental "demonstrator" vessel precluded it from operating as an economically viable member of the American merchant fleet.

"The N. S. SAVANNAH has effectively fulfilled all its assignments as a test and research vessel," Secretary Stans said, "but continued operation is precluded by prohibitive operating costs and the fact that advances made in nuclear technology during the past 10 years make the ship unsuitable as a test platform for more contemporary nuclear technology."

"American-flag operation of a second generation nuclear propelled ship is a distinct possibility, if not a probability, in this decade," Secretary Stans asserted, noting the Maritime Administration's extensive research program to foster development of more efficient and economical nuclear propulsion systems.

The N. S. Savannah, conceived by President Eisenhower to demonstrate this Nation's "atoms for peace" policies, recently had its nuclear fuel core removed and is presently undergoing decontamination procedures at Galveston. It entered service early in 1961, and logged 450,000 miles and called on 26 countries prior to being decommissioned in July 1970.

Andrew E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, noted that the United States has a "wealth of operating experiences on which to base future design and construction of nuclear ships."

Technically feasible

The SAVANNAH's performance, according to Gibson, leaves no doubt that commercial nuclear ships are technically feasible. The pioneer vessel opened 45 free world ports to nuclear-powered ships.

"Germany's OTTO HAHN, which we view as a sea-going prototype for the Consolidated Nuclear Steam Generator system—which, is a U.S. design—has already been at sea for three years," Gibson continued.

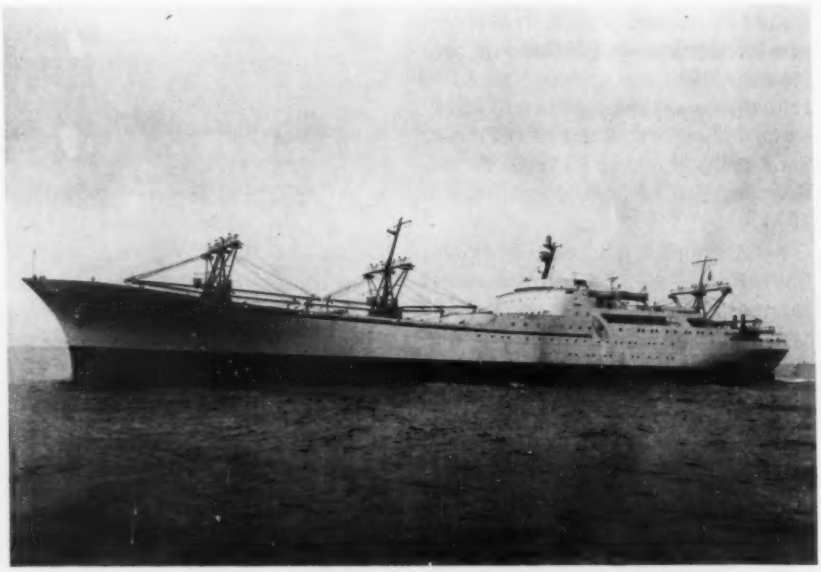
"It recently returned from its first voyage to South America, and a voyage to Australia is under consideration. This ship is continuing the task, started by the SAVANNAH, of opening the world's major ports to nuclear shipping.

"In short, even the most cautious observer has to concede that maritime nuclear propulsion is an accomplished fact insofar as technical and operational feasibility are concerned," he added further.

He said Maritime has pursued economic nuclear propulsion in two parallel efforts.

"We have supported the Babcock and Wilcox CNSG nuclear system, the only nuclear system currently offered by a U.S. manufacturer for commercial marine propulsion," Gibson stated, "And we have also undertaken comprehensive studies of essentially all candidate propulsion systems for the ships that will comprise the U.S. merchant fleet of the future—steam, diesel, gas turbine and nuclear."

—Maritime Administration



PIONEER NUCLEAR VESSEL—*The N. S. Savannah is shown during one of its 450,000 miles of travel before being retired. It is the first nuclear vessel and paved the way for future peaceful use of nuclear power, opening world ports.*

Pipeline To Aid Alaskan Economy, Improve California Environment

Opening Alaska's North Slope petroleum reserve through the proposed Trans-Alaska Pipeline System will produce a positive national economic impact in the fields of employment, investment and petroleum imports, a Commerce Department report has concluded.

The report, prepared by the Bureau of Domestic Commerce, was submitted to Secretary of the Interior Rogers C. B. Morton, who has the pipeline application under consideration.

The North Slope petroleum reserves account for nearly 25 percent of present U.S. proved crude oil reserves, according to the study.

"The magnitude of this resource, coupled with known energy requirements of the people of the United States in coming years, demand that we employ all of the ingenuity at our command to assure its wise use for the national benefits," Secretary Stans asserted.

"It is important that we take every prudent step in minimizing our dependence on foreign sources for our most widely used energy source," Stans continued, "If at the same time we provide a new and large economic source of oil which will help limit West Coast air pollution problems, we have a real plus in terms of national security, economic advancement for major industries and workers and environmental enhancement in a major area of the Nation."

North Slope production will add a secure domestic source of two million barrels per day, or 7.5 percent of daily production to this base.

In addition, the North Slope oil has low sulfur characteristics which, when converted to residual fuel oil, meet current West Coast sulfur content standards, according to the study.

The report further concluded that when the pipeline is in full operation, the state of Alaska will receive in excess of $300 million annually from royalties and pipeline operations. With the pipeline, total personal income could double by 1980. An estimated 22,000 new jobs will be created during peak pipeline construction with a permanent addition of 500 jobs in Alaska.

Copies of the report are available on request by writing the Office of Public Affairs, Bureau of Domestic Commerce, Room 3809, Department of Commerce, Washington, D. C., 20230.

—Bureau of Domestic Commerce

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Calendar For Businessmen

Nov. 20-21 — Atlanta — Seminar, "How to Start and Operate a Small Business," sponsored by the Georgia Science and Technology Commission. For information, Joel W. Lawson (404-876-7391).

Nov. 23—Minneapolis—Water Resources Seminar, "Environmental Impact of Water Resources Engineering," at Nolte Center for Continuing Education, University of Minnesota. For information, the University's Department of Conferences and Institutes (612-373-2851).

Dec. 5-10—University of Illinois—Basic Industrial Development Course of the American Industrial Development Council. For information, AIDC, Boston (617-536-6377), or Dr. Howard Roepke, Urbana. (217-333-1322).

Dec. 14-16—New York—First annual Business Financing Conference, co-sponsored by Business Week and Corporate Financing magazine. For information, Suite 910, 140 Cedar St., New York, 10006.

Salad Dressing Shipments Continue To Climb

Americans consumed record quantities of salad dressing and mayonnaise in 1970 and shipped more of it to foreign markets, according to an annual survey of the industry.

The survey, published by the Bureau of Domestic Commerce, shows shipments of the salad dressing, mayonnaise and related products industry in 1970 reached a record 218 million gallons valued at $430 million. This compares with 211 million gallons valued at $392 million in 1969.

Per capita consumption increased from 8.3 pints in 1969 to 8.5 pints in 1970. Exports climbed to 12.9 million pounds, valued at $3.4 million in 1970.

Survey available

The survey, "Salad Dressing, Mayonnaise and Related Products, 1970," is available for 25 cents a copy from the Sales and Distribution Branch, National Technical Information Service, Springfield, Va., 22151.

—Bureau of Domestic Commerce

SCIENCE & TECHNOLOGY REPORT

- Trademark system agreement moves ahead
- Smokeless DC-10 service marked
- TV Time system has many applications
- Customer relation center to improve inquiry service
- Patents of special interest

Trademark Agreement Moves Ahead

Significant progress towards an international trademark registration system to which the United States might adhere was made by the recent Committee of Experts meeting in Geneva, Switzerland, sponsored by the World Intellectual Property Organization.

Thirty-four governments and a large number of inter-governmental and non-governmental organizations sent experts to this meeting, one of several which have been scheduled to complete preparations for a diplomatic conference on this subject in Vienna, Austria, now scheduled for May or June of 1973.

Purpose of this international negotiation is to reach agreement on a satisfactory revision of the present Madrid Agreement for International Registration of Marks, adhered to by 20 countries principally located in continental Europe, or, failing that, to establish an entirely new international agreement to facilitate international protection of marks. The U.S. does not belong to the present Madrid arrangement and has had considerable interest in the development of a revised or new treaty which would be acceptable and useful to trademark owners in the United States.

Separate application

Today, the U.S. owner of a mark wishing to secure protection in foreign countries must seek registration of the trademark on a country-by-country basis. The number of such countries may be very high. More than 50 countries is not at all unusual. The burden placed on the owner is consequently heavy, involving preparation of separate applications for each country, translation into various languages, separate filing requirements, varying renewal dates, transfers of money in as many different currencies as are involved and a host of other details.

Under the draft treaty these difficulties would be largely resolved. There would be a single application in either English or French, no translation, with fees easier to compute and in a single currency, filing in one place with the International Bureau, only one renewal every ten years, and other similar procedural and administrative advantages.

Several issues about the text of the treaty are still unresolved although some progress was made with respect to some of these points at the recent meeting.

One question which will be the subject of a special group of consultants next March concerns what has been referred to as "central attack." Under the present Madrid Agreement the international registration remains dependent on registration in the "country of origin" five years following registration.

This system has been inequitable particularly with respect to countries which have a very strict examination for trademarks. The

draft treaty eliminates the dependency on the "country of origin" registration. In fact, it would not be necessary to secure a national registration in any country in order to file internationally. In view of this change, some countries among those of the present Madrid Agreement favor adding a system of central attack whereby an international registration could be challenged in all countries by means of a single action taken against the mark in one of the countries.

The U.S. Delegation to the Committee of Experts opposed this proposal for the reason that it involves giving extraterritorial effect to decisions of courts in other countries and also because of practical difficulties resulting from differences in national law concerning resolution of conflicts between trademarks. At the special consultants meeting in March, those countries favoring a system of central attack will have an opportunity to present specific plans for discussion.

Another major issue of particular interest to the United States is a provision of the draft treaty which would preclude a country from requiring use of a trademark prior to a certain period of time (three years or five years are proposed alternatives in the text) following registration. Under the present U.S. system, a trademark must be used in commerce before it can be registered.

A new draft of the text is expected to be released by the World Intellectual Property Organization in January. The next major step will be a Committee of Experts meeting in May, 1972, at which time the draft will receive final comments prior to preparations for the 1973 diplomatic conference.

While much remains to be done, there is reason to hope for eventual agreement on an international trademark registration system in which the United States can benefit in view of the extensive interests in this country in the protection of trademarks in world markets.

Smokeless DC-10 Service Marked

SMOKELESS AIRLINER—*James C. Cross, Executive Vice President, Discover America Travel Organizations, Inc. (left), watches as Walter A. Hamilton, Executive Director, National Industrial Pollution Control Council, cuts the ribbon inaugurating United Airlines DC-10 service between Washington and Los Angeles. A United stewardess holds the ribbon. DC-10 engines emit almost none of the visible smoke typical of earlier model jet transports and are considerably quieter.*

In recent ribbon-cutting ceremonies at Washington's Dulles International Airport dedicating United Airlines' inaugural DC-10 flight to Los Angeles, Walter Hamilton, Executive Director of the National Industrial Pollution Control Council, emphasized the new jumbo jet's environmental performance.

"The DC-10 is an outstanding example of the progress that the aircraft manufacturing and air transport industries are making in this regard," said Hamilton. "It is quieter by far than most of the large jets flying today, even though its engines produce twice as much thrust as the power plants on the older jet transports. Moreover, the DC-10's engines emit almost none of the visible smoke that one typically sees trailing behind earlier versions of jet aircraft."

Hamilton added that the environmental improvements in the aircraft were the result of a determined effort by the aircraft's manufacturer and by airline purchasers that environmental performance be designed into new transports. He called it a "great achievement" and only one of many steps the industry is taking to achieve environmental excellence." —*NIPCC*

Hawaii University To Study Island Coastal Waters

A major effort is to be initiated by the University of Hawaii to study the quality of coastal waters around the Hawaiian Islands under a $1,164,000 Sea Grant

awarded the university by Commerce's National Oceanic and Atmospheric Administration.

The project will evaluate water quality, and attempt to assess the physical, biological, and cultural processes that contribute to undesirable conditions. Recommendations will be developed for engineering, legal, and economic means that might contribute to improvements.

Study will be continued on such underwater resources as recoverable offshore sand and gravel, manganese pavements, and precious corals.

Aquaculture, including both the culture of marine algae (seaweeds) as a source of food colloids, and investigating a wide variety of finfish and shellfish for possible use in aquaculture has constituted a major part of the Hawaii Sea Grant program. Much of the marine algae work has been done in the Philippines, where industry contribution of facilities and other support has been provided.

—NOAA

TV Time System Seen To Have Many Business, Industry Applications

Tests are continuing on an experimental timing system known as TV Time over the ABC-TV network for the next 60 days as part of a development of Commerce's National Bureau of Standards laboratories.

Demonstrated recently in Denver, the new system is expected to have many important applications to business and industry in addition to being useful to the average television viewer.

The system utilizes commercial television signals to distribute time information in hours, minutes, and seconds to an accuracy better than one millionth of a second.

The time signal is sent along with the television picture. The viewer doesn't see it unless he has the proper gadget which can read the electronic time signal and present the numbers in a corner of the screen. Regular TV viewing isn't disturbed. If the viewer prefers, the gadget can translate this signal to a regular clock away from the television set. There are no moving parts to wear out or fail and TV time is always ready with the correct time without any kind of adjustment whenever the set is turned on.

NBS laboratory scientists see applications for this new service in the electronics industry, the aerospace industry, the telephone company and other communication media, for jewelers and clock repairmen, astronomers and scientific laboratories, even radar speed measurements. Engineers studying lightning need to know the exact second when a power line is struck and the new system would help them solve this problem.

Many applications

The Electrical Engineering Department at the University of Illinois is interested in the system for synchronizing their experiments. Several electronics companies are interested in possible automotive applications, and a group in South Dakota would like to use it for high-altitude balloon tracking. An aircraft company wants to use the system in electronics tests developed for helicopter systems. The Brain Research Institute at the UCLA Medical Center is interested in adding time information to analog and digital tapes during on-line experiments.

A refrigeration company is interested in using the system as a reference signal to control turn-on and turn-off of home appliances. A company in Minneapolis is interested in adding real time marks to reset clock generators used on airport arrival and departure TV screens installed at major airports. The Memorial Medical Center in Corpus Christi, Texas, wants instrumented time-based calibration for medical monitoring and analyzer equipment.

"Before the system of TV time can find practical application, receivers will have to be built with inexpensive, factory-installed circuits," according to Dr. Robert W. Cairns, Deputy Assistant Secretary of Commerce for Science and Technology. He introduced the system in the recent Denver demonstration.

"From all the questions and suggestions that we have received regarding the television system," says Dr. Cairns, "we feel that it will provide a foundation for creating many new products and services, and an accelerated demand for American industrial and scientific products.

"This system," he adds, "represents an example of how industry, government, and the broadcast community cooperate with each other. The Denver affiliates of CBS and NBC have helped us test this system."

Dr. Cairns presented Colorado's Governor John A. Love an inscribed clock which will be able to reset itself from the TV Time system automatically when it becomes more than just a test.

Source of the time signal for the current tests is the National Bureau of Standards' controlled atomic clock in New York City.

—National Bureau of Standards

Commercial Fishing Vessel Owners May Now Apply For Building Fund Agreements

Owners and lessees of commercial fishing vessels may now make application for Interim Capital Construction Fund Agreements.

Under a 1970 Amendment to the Merchant Marine Act, eligible citizens may enter into agreements with the Department of Commerce

to establish a fund for the purchase, construction, or reconstruction of vessels documented for operation in the fisheries of the United States.

This law allows taxpayers who deposit, among other things, income derived from the operation of vessels covered under the agreements to reduce their taxable income by the amounts of such deposits.

A Notice published in the *Federal Register* of October 9 contains the form of Interim Capital Construction Fund Agreement to be used for fishing vessels, provides instructions for making an application for an agreement, and invites comments regarding the contents and form of the Permanent Capital Construction Fund Agreement and related regulations.

This new program will be administered by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration. Interested parties should write to the Director, National Marine Fisheries Service, Room 3356, Interior Bldg., Washington, D.C. 20235. —*NOAA*

Customer Relation Center To Better Inquiry Service

A Customer Relations Center has been established by Commerce's Patent Office as the first of a planned series of new facilities being put into operation to improve the Office's services to the public and business community.

Located adjacent to the Public Search Room in the Crystal Plaza (Arlington, Va.) complex, the new Center is designed to provide a central customer complaint and inquiry service.

The Center handles walk-in as well as telephone and written inquiries. When an ordered document has not been received, the new Center determines why it has been delayed and will expedite delivery. However, the Center is not intended to be an initial ordering facility for normal document procurement, only as a complaint and inquiry service.

In addition to the Customer Relations Center, a new certification desk has been provided in the Record Room on the first floor of Building 4 in Crystal Plaza. At this desk, for a $1.00 fee, walk-in requests for certified copies of patent application file wrappers (those open to public inspection), patented applications, patents and selected papers from patented application files will be accepted for immediate certification.

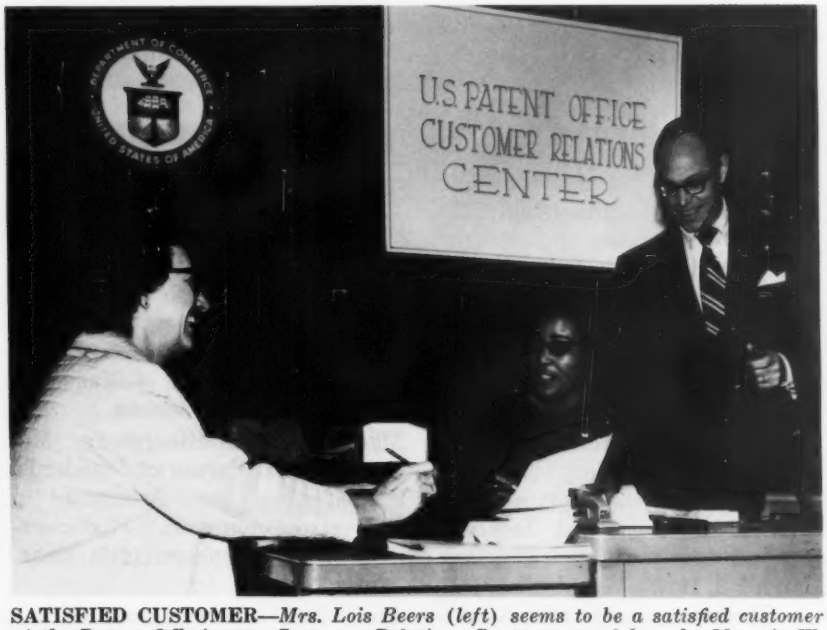
A qualified employee has been authorized to affix the Patent Office certification to any document which he is satisfied is a proper copy of the original Patent Office document. Coin-operated copying machines are located next to the Certification Desk for customers' convenient use in preparing copies to be certified.

The new Certification Desk operation is credited with reducing the time required in obtaining certified copies from the previous two to three weeks to minutes.

Future plans call for installation of transceiver equipment to provide for quick response to customer requests for document copies by increased use of filmcard files. This system will help meet the present demand of approximately 22,000 per day for patent copies alone. Plans are also under way to fill all orders for patents more than six years old from filmcard files, with eventual elimination of pre-printed patent copy stocks and release of storage space to better utilization.

The use of transceiver equipment and filmcard files is expected to reduce to a minimum the time required to fill an order, as well as to eliminate errors in filling orders.

The aim of the Patent Office in planning and establishing the new programs and services is to serve the patent community more effectively and to provide incentives for continuing confidence and participation in the Patent System which has formed the cornerstone for the industrial and economic growth of the nation. —*Patent Office*



SATISFIED CUSTOMER—*Mrs. Lois Beers (left) seems to be a satisfied customer of the Patent Office's new Customer Relations Center manned here by Mrs. A. W. Cutler. Acting Patents Commissioner Robert Gottschalk oversees one of the first customer inquiries to the center. Telephone and written inquiries are also handled.*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Material compressing machine. An apparatus for making compressed wafers from forage crops, which include a mobile frame having a longitudinal axis extending in the direction of travel of the frame, crop wafering means carried by the frame and including a number of die cells arranged in a circular series about a transverse horizontal axis and compression means rotatable about a transverse horizontal axis and cooperative with said cells to compress crops into and through the cells to form wafers. An input shaft journaled on a transverse horizontal axis and connected to and for driving the compression means, a power plant carried on the frame to the rear of and generally in longitudinal alignment with the wafering means and having an output shaft rotatable on a transverse horizontal axis, crop pick-up means carried by and projecting from a forward portion of the frame ahead of and generally in longitudinal alignment with the wafering means and having an input shaft rotatable on a transverse horizontal axis, and drive means connected among the output shaft and the two input shafts and including fore-and-aft extending flexible drive elements. Patent No. 3,613,335 issued to Murray W. Forth, Moline, Ill., and assigned to Deere & Company, Moline, Ill.

Lawn mower. A tractor including a prime mower and traction wheels and a number of lawn mowers. Arms are pivotally mounted on the tractor and the extending ends of the arms pivotally support mowers of the reel type. Each mower is independently and separately pivotally supported, and each mower is driven by a mechanical drive extending from the tractor to the mowers. The mechanical drive is flexible to permit pivotal motion of the mowers, and the mowers can be positioned in a transport position where latches secure the mowers on the tractor. The drive mechanism to the mowers is also extendable in length, to accommodate the mower pivot action, and a limit connector is provided so that the extendable drive mechanism does not come apart upon maximum pivotal motion of the mowers relative to the tractor. A lift connector extends between two of the mowers such that lifting one of the mowers will also cause the other mower to be lifted, and lift springs are provided for assisting the lifting of the mowers and for also positioning the pivot arms in an optimum sturdy position with a minimum of play in the connection to the tractor. Patent No. 3,613,337 issued to Shag C. Akgulian, Donald G. Haffner, and Sherman Heth, Racine, Wis., and assigned to Jacobsen Manufacturing Company, Racine, Wis.

Patents numbering 2,690,560 to 2,692,986 expire during the month of October, 1971. Upon the expiration of the seventeen-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventor's exclusive patent rights.

Fence for enclosing impurities floating on water. A fence having an elongated two layer piece of material with spaced apart pockets provided by connections to the two layers of material with pockets having openings facing one longitudinal edge of the material and floats and weights in said pockets capable of keeping the fence floating in water with the sides of the fence substantially vertical and the longitudinal edges of the fence substantially parallel with the surface of the water. Patent No. 3,613,376 issued to Bo Midby, Kaprifolvagen 31, Kungsbacka, Sweden.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

Nov. 30-Dec. 1—Gaithersburg, Md.—National Bureau of Standards. Workshop on display terminals for teleprocessing and wired cities.

Jan. 9-14—Boulder, Colo.—University of Colorado. Workshop on "The Management of Technology: Effective Management of Engineers and Scientists." Sponsored by the university's Center for Management and Technical Programs.

March 1-3, 1972—Washington, D.C.—Shoreham Hotel. 13th Scintillation and Semiconductor Counter Symposium. Sponsored by Nuclear Science Group of the Institute of Electrical and Electronics Engineers, Atomic Energy Commission, and the National Bureau of Standards.

March 1, 1972—Gaithersburg, Md.—National Bureau of Standards. IEEE Computer Society.

March 22-24—Gaithersburg, Md.—National Bureau of Standards. Conference on Accuracy in Spectrophotometric, Fluorometric, and Phosphorometric Measurement.

April 24-27—Washington, D.C.—American Physical Society, Sheraton-Park Hotel.

November 15, 1971

International Commerce

- Secretary Stans in Soviet trade visit
- Official trade briefs
- Italy's economy and its upturn hopes
- Plus factors in Belgian slowdown
- Rising oil revenues and the Saudi Arabia market

U.S. Trade Center In Buenos Aires Has First Promotion Under Way

Newsmemo

Foreign buyers will be VIPs at the 31st Exposition of the Chemical Industries in New York beginning Nov. 29. Not just Very Important Persons, but persons who also "Visit, Investigate, Purchase." The New York Regional Export Expansion Council, working with exhibition officials here and travel specialists, banks and other enterprises abroad, has been promoting overseas attendance at the show. When the foreign buyers arrive, they will have special badges, interpreters, trade counseling and other services at the REEC's V.I.P. Lounge at the Coliseum show site.

Nicaragua has sent an export trade mission to Washington in response to Secretary Stans' invitation to assist that nation's overseas marketing efforts. The four-man group was exploring possible U.S. markets for Nicaraguan tropical hardwood and tropical fruits and vegetables. It studied Commerce Department export promotion techniques, U.S. tariff and customs regulations, and Food and Drug Administration and Agriculture Department requirements on imports.

The Mississippi Marketing Council, aggressively promoting that State's exports, has now announced a new shipside freezing facility for such products as beef, poultry and seafood. Space for the 140,000 cubic foot facility, at Gulfport, has been leased from the Mississippi Agricultural & Industrial Board and the Mississippi State Port Authority by the Sealand Terminal Corp.

Another major foreign trade group has chosen a woman as its leader. San Francisco Port Director Miriam E. Wolff has been elected the first woman president of the 30-year-old California Association of Port Authorities. Recently the International Executives Association chose Mrs. Maria Vescia, vice-president of Airwick Industries international division, to be the first woman president in that group's 55 years.

A Jamaican engineer has won the worldwide competition for a graduate school fellowship set up by a U.S. company. The Goodyear International Fellowship was established by the firm to help develop qualified engineers in the countries in which Goodyear has plants. The winner, Martin Coke of Morant Bay, Jamaica, will study at The University of Akron. The significance of the fellowship was noted by a Jamaican development official, who commented: "Jamaica needs many more men of Mr. Coke's calibre if we are to continue providing the kind of technical know-how required by our industries."

International Trade Winds

RUBBER—The B.F. Goodrich Co., the Goodyear Tire & Rubber Co. and N.V. Rubberfabriek Vredestein have reached a tentative settlement concerning the conflicting investments of Goodrich and Goodyear in Vredestein, a large Dutch tire and rubber manufacturer. The two American firms control the preponderance of Vredestein's capital stock, but neither has been able to exercise voting control over the Dutch company's affairs. Under the agreement, Goodyear would sell its shares in Vredestein to Goodrich for an undisclosed amount.

RADAR SYSTEMS—The Raytheon Co., Lexington, Mass., has announced the sale of five complete Stormfinder radar systems to the Philippine Government. Under the $1.5 million contract, Raytheon will also provide installation materials, engineering supervision, and training of Philippine personnel. The five radar systems, which were assembled at Raytheon's Equipment Division plant in North Dighton, Mass., will form a new typhoon detection and warning network for the Philippines.

ELECTRONICS—The Univac Division of Sperry Rand Canada Ltd. began occupancy of an electronics manufacturing plant in Quebec earlier this month. The new facility, located in the Western Industrial Park in Dorval near Montreal, will manufacture power supplies to be used in Univac computer systems and peripheral equipment. By April 1972 approximately 260 people will be employed in the 30,000 square foot plant. Eventually, production is expected to amount to 50,000 power supplies annually, and yearly operating expenses should reach $6-7 million.

COMMUNICATIONS—GTE International has announced a construction contract and a sales agreement with African nations. The General Telephone and Electronics subsidiary has contracted to build a $6.5 million microwave communications system in the Republic of Central Africa. The 500-mile system will connect Bangui, the capital, with nine cities in the western part of the country. Eventually it is planned to connect the microwave system, which will initially transmit telephone calls, into the communications system of neighboring Cameroon. Further east on the continent, GTE is supplying radio equipment for communications systems in Kenya and Tanzania to be operated by the East African Posts and Telecommunications Corp. The Kenya ultra-high-frequency system will expand the communications facilities existing between Nairobi and Mombasa. The Tanzanian system will connect communications facilities at the new international airport now under construction near Kilimanjaro with the existing public network.

Secretary Stans To Explore Trade Issues With Soviets

Secretary of Commerce Maurice H. Stans will visit the Soviet Union in late November, at the request of President Nixon, for exploratory talks on the potential for expanded commercial relationships between the U.S. and the Soviet Union.

His talks with Soviet officials will cover a broad range of topics relating to opportunities for increased trade and industrial cooperation between the two nations and the possibilities for resolving obstacles to such expansion, according to the White House announcement of the Secretary's trip.

Secretary Stans will not engage in negotiations on specific issues.

The visit was planned, it was announced at the White House, in response to an invitation from Soviet Minister of Foreign Trade Nicolai Patolichev.

The United States exported a total of $118.4 million to the Soviet Union in 1970, up from $105.5 million in 1969. Imports by the U.S. from the Soviet Union were $72.2 million in 1970, compared with $51.5 million in 1969.

In addition to discussions in Moscow with Patolichev and other Soviet trade officials, Secretary Stans will meet with other leaders of the host government, and will visit selected industrial development sites in the USSR.

Accompanying the Secretary is Harold B. Scott, Assistant Secretary of Commerce for Domestic and International Business, heading a group of trade specialists from the Department's Bureau of International Commerce.

It will be the first official visit to the Soviet Union by a U.S. Secretary of Commerce since World War II. In the log of official trade visits by Secretary Stans, the USSR will be recorded as the 30th country to receive him.

In the Western Hemisphere he has been to Canada, Jamaica, Nicaragua, Colombia, Venezuela, Brazil, Argentina and Uruguay. In Europe, he has visited Belgium, the Netherlands, Germany, Switzerland, Italy, France, the United Kingdom, Portugal, Spain, Yugoslavia, Ireland, Greece, Romania and Austria. In the Near East he has visited Iran; in the Far East, Hong Kong, Taiwan, Korea and Japan. In Africa, he has been to Kenya and Ethiopia.

The Commerce Department has cooperated with American business groups in various trade promotion efforts in the Soviet Union.

In the spring of 1967, and again in 1969, the Minneapolis Chamber of Commerce sent a group of equipment manufacturers to promote sales in Moscow. In the fall of 1967, 15 U.S. clothing and textile manufacturers and producers of textile machinery accompanied exhibits of their firms to the American Fashion Show and Exhibit at the International Clothing Exhibition—Odezhda—in Moscow. Also in May, 1967, a group of Californians went to the Soviet Union to attend Inprodmash, an international trade fair of food packaging and processing equipment.

At this exhibition, 18 U.S. firms in the food processing, packaging and handling fields participated in a U.S. pavilion organized by the U.S. Information Agency with Commerce Department assistance.

In the fall of 1969, six Michigan firms traveled to Moscow to explore markets for their equipment; in 1970, a group of Delaware chemical firms went there.

This year, the Scientific Apparatus Makers Association, the National Machine Tool Builders Association (two missions), and the Columbus, Ohio, Chamber of Commerce, sent groups of industry representatives to the USSR. The SAMA mission activities included a product exhibition. Also, the Commerce Department sent a textile machinery mission.

Early this month, the Commerce Department dispatched its first chemical processing and equipment mission, and the National Tool, Die and Precision Machining Association has a group there currently.

WHERE THE EXPORT ACTION IS—*Harold B. Scott (center), Assistant Secretary of Commerce for Domestic and International Business, was a visitor to the St. Louis Regional Export Expansion Council booth at the recent St. Louis World Trade Conference. He was also a featured conference speaker. On his left is Dr. Sioma Kagan, international economics professor of the University of Missouri, and on right REEC Chairman Francis J. Fabick, president, John Fabick Tractor Co.*

U.S. Trade Center In Buenos Aires Preparing For Initial Event In May

U.S. exporters will soon be able to display their products at Commerce's Regional Trade Development Center in Buenos Aires. The Center will officially open next May 15. It will be Commerce's tenth trade center around the world, and the second in Latin America; the region's first is scheduled to open in Mexico City Feb. 14.

The Center's inaugural event will be a Quality Control and Reliability Equipment Exhibition, May 15-19. Buyers from four countries — Argentina, Brazil, Paraguay and Uruguay—are expected to attend the show, including top engineering and management executives from industry, government and the military.

U.S. exports of quality control equipment to Argentina topped $4 million in 1970. The Argentine Government is fostering quality control and provides incentives for firms to purchase such equipment. Imports of sophisticated control, measuring and testing equipment should grow considerably in the next decade as Argentine industry expands into world markets. Local industry, while extensive, is unable to supply the wide range of products needed by the expanding industrial complex. For more information about this exhibition call Franc Manzolillo, Project Officer, 202-967-3752, or write BIC-950, U.S. Department of Commerce, Washington, D.C., 20230.

An added attraction of the exhibition will be a seminar featuring presentation of papers reflecting the latest in quality control technology and ideas. In addition to technical sessions, the seminar will include discussion of profitability aspects of quality control management. Gerold H. Tenney, Seminar Chairman, is organizing speakers. His address is 704 47th St., Los Alamos, N.M. 87544.

The Center will occupy the ground floor of an existing building, currently being renovated, at Avenida Quintana No. 441, in a commercial section of Buenos Aires. In addition to an exhibition area of approximately 3,000 square feet there will be space for holding technical conferences.

The effective target markets of the Center will fall within an 800-mile radius of Buenos Aires. The Center will be promoting U.S. business in Uruguay and Paraguay, as well as in Argentina, and it is anticipated that Center events will draw visitors from southern Brazil.

Argentina, with total imports of $1.7 billion in 1970, is a substantial market with a major manufacturing base and great economic growth potential. Although Argentina is the third largest U.S. market in South America, the United States faces strong trade competition there. The impact of European and other third country competition is seen in the 25 percent U.S. market share—the lowest U.S. share in any market in the Western Hemisphere.

The Buenos Aires Center is designed to help increase U.S. exports through greater export promotion in Argentina and neighboring markets. Principal types of promotional events to be employed by the Center will be: major (15-company) trade exhibitions; larger exhibitions at select off-site locations; single company displays; technical seminars; businessmen's workshops; conferences; and trade missions of U.S. businessmen to Argentina. Some 6-8 events are planned for the Center's first year, including two full exhibitions consisting of about 15 exhibitors. Businessmen interested in between show promotions should contact William Lynch, Director, RTDC, c/o American Embassy, Sarmiento 663, Buenos Aires.

The Center's staff will assist a Commerce-sponsored Solo Exhibition on Oct. 23-28, 1972, at the Municipal Center in Buenos Aires. This exhibition will be a showcase for latest U.S. developments in instrumentation, business equipment, construction, machine tools, and printing and graphic arts.

The Buenos Aires Regional Trade Development Center will be the second such facility, following conversion of the U.S. Trade Center in Bangkok to that status. Commerce plans to establish several other Regional Trade Development Centers in selected countries; currently under consideration are facilities in either Lagos or Abidjan, and Vienna.

PHOTO ON PAGE 33—Busy Calle Florida in the Buenos Aires shopping and commercial district is open only to pedestrians.

AMA Plans Meetings For December On Overseas Operations

Several meetings having to do with international business have been scheduled for December by the American Management Association in New York.

Dec. 1-3 at a briefing session, "Taxation of International Operations: A Current View of Recent Developments," earnings and profits, specific planning techniques, pending legislation, and U.S. tax and financial considerations in connection with expropriations of property will be among the topics.

Dec. 6-8, an orientation seminar on "Compensation Abroad—An Integrated Compensation Program for Overseas Employees: Salaries, Allowances, Pensions and Benefits" will be conducted. Team attendance is recommended.

An international licensing course to be presented Dec. 13-17 will focus on how to reach profitable overseas markets without the burden of costly plant operations.

Write: American Management Association, 135 W. 50th St., New York, N.Y. 10020 (212-586-8100).

Washington's

Official Trade Briefs

This article is another in a series of monthly reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Analysis Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Sugar Act: On Oct. 14, the President signed Public Law 92-138, amending and extending the Sugar Act of 1948 for an additional three years. The Sugar Act regulates the production and marketing of domestic sugar (both beet and cane) and establishes quotas for countries exporting to the U.S.

The new legislation continues the basic features of the present Act. The principal amendments in the foreign sector are: 1) a slight increase (300,000 tons) in continental U.S. quotas at the expense of Puerto Rico and indirectly of Latin America, since the perennial Puerto Rican deficits have traditionally been filled by Latin American suppliers, 2) relatively small changes in individual foreign quotas, 3) a relaxation of the mandatory provisions for sanctions in the event of uncompensated expropriation of U.S. property so that the President now has full discretion in applying them, 4) establishment of a quota on confectionary imports at a level equivalent to the average annual imports of the three most recent years or to 5 percent of domestic production, whichever is larger, and 5) discretionary authority given to the Secretary of Agriculture to establish annual import quotas on beet sugar molasses.

Duty Suspension Act: On Nov. 5 the President signed P.L. 92-151, giving a permanent duty suspension to aluminum hydroxide and oxide, calcined bauxite and bauxite ore, and tin-coated sheets used in making maple sap evaporators. In addition, the Act provides for the duty-free entry of TNT which is valued over 15 cents per pound. For shipments valued at less than 15 cents per pound, the new Most Favored Nation (MFN) rate has been reduced to 1.7 cents per pound plus 11 percent ad valorem.

Section 337 (Unfair Import Competition) Cases: On Oct. 29, the Special Representative for Trade Negotiations announced the President's decision not to issue a temporary order against imports of meprobamate at this time. Earlier, the Tariff Commission had recommended the issuance of a temporary exclusion order based on its affirmative determination of unfair import practices (see *Commerce Today*, May 3).

Textile Agreement: The United States recently signed memoranda and textile marketing agreements with Japan, Korea, the Republic of China (Taiwan) and Hong Kong. (See *Commerce Today*, Nov. 1).

CONGRESS

During October, Congress took action on the President's proposed Revenue Act of 1971 (H.R. 10497), the extension of the Sugar Act of 1948 (H.R. 8866, see above), and the 1972 Military Procurement Authorizations (H.R. 8687), and a duty suspension bill (H.R. 4590, see above). In addition, major new trade legislation was introduced in the form of the Foreign Trade and Investment Act of 1972. Also, there was action on U.S. funding for several "soft" loan development banks.

Revenue Act of 1971: On Oct. 6, the House passed an amended version of the Revenue Act of 1971 (H.R. 10947), including all of the tax measures recommended by President Nixon in his new economic program (see *Commerce Today*, Aug. 23). Title I of the Act deals with the Job Development Investment Credit and depreciation revision; Title II, with changes in personal exemptions, the minimum standard deduction, and withholding; Title III, with certain structural improvements in the tax law; Title IV, with the repeal of the automotive excise tax; and Title V, with the Domestic International Sales Corporation (DISC). The House version of the DISC (Title V) differs from the Administration proposal (see *Commerce Today*, Sept. 6) in that the deferral benefit would apply only to increases in export income plus 25 percent of the average annual export receipts for the years 1968-70. If enacted, the DISC would become effective for the tax year beginning Jan. 1, 1972. The Senate Finance Committee began hearings on the Act on Oct. 8, and had not completed action at press time.

Military Procurement Authorization—Sec. 503 (Chrome Ore): House-Senate conferees have agreed to an amended version of Sec. 503 which would, in effect, permit resumption of chrome ore imports from Rhodesia, currently embargoed in accordance with a UN resolution.

Foreign Trade and Investment Act: The Foreign Trade and Investment Act of 1972 was first introduced as S. 2592 by Senator Vance Hartke of Indiana and as H.R. 10914 by Representative James Burke of Massachusetts. According to the sponsors, the purpose of the bill is to promote and maintain a fully employed, innovative and diversified production base in the United States. Consequently, the bill provides quota protection for U.S. industries and amends the tax laws to encourage U.S. manufacturers to maintain production facilities in the United States rather than relocating abroad.

Title I would amend the Internal

Revenue Code to impose stricter taxation requirements on shareholders in U.S.-controlled corporations abroad.

Title II of the bill would establish a new U.S. Foreign Trade and Investment Commission composed of three members, one each from the industrial, public and labor sectors. The Commission would assume responsibility for determinations required by the antidumping and countervailing duty statutes and by the escape clause and adjustment assistance provisions of the Trade Expansion Act (TEA). The Commission would also be empowered, under certain circumstances, to grant partial or complete exemptions from the quotas established in Title III.

In addition to establishing quotas for all U.S. imports, Title III establishes a formula for increasing or decreasing the quota level in response to changes in domestic production. The President is also provided with the authority to negotiate bilateral or multilateral agreements to limit imports.

Title IV establishes time limits and judicial review procedures for dumping and countervailing duty investigations by the new Commission. Title V amends the TEA to relax the eligibility criteria of escape-clause relief for industries and adjustment assistance to firms and workers. In escape-clause cases, the President's discretionary authority would be removed and the new Commission would be required, following an affirmative finding, to determine the appropriate quota level necessary to provide effective relief.

Title VI would provide new authority for the President to regulate international capital transactions whenever he determines that employment in the United States would be adversely affected. Direct or indirect transfers of capital to foreign countries could be prohibited and any holder of a U.S. patent could be prohibited from producing the patented product abroad or from entering into a foreign licensing agreement. Patents held by violators would be declared unenforceable in the United States.

Title VII would require the appropriate U.S. Government agencies to supply information concerning the effects of foreign assistance, foreign investment and export-finance activities on the level of U.S. imports, exports, and employment. In another section, goods containing foreign components and advertisements for such goods would be required to indicate the country of origin of the components. Finally, tariff items 806.30 and 807.00 (which provide special duty treatment for certain U.S. exports assembled or further processed abroad and re-imported into the U.S.) would be repealed.

Development Bank Financing: The Senate has approved bills which would authorize U.S. contributions to the "soft" loan funds of the Asian Development Bank (ADB) and the Inter-American Bank (IDB) and to the International Development Association (IDA), the "soft" loan affiliate of the World Bank. The bills are, for the ADB, S. 749; for the IDB, S. 748, and for the IDA, S. 2010.

The amounts are: $100 million to the Special Funds of the ADB, representing the first U.S. contribution to the Bank for this purpose; $900 million to the IDB's Fund for Special Operations, to be paid in two annual installments; and $960 million to the IDA, to be paid in three annual installments as part of the third replenishment of the Association's resources.

Companion bills are now being considered in the House of Representatives. They are, for the ADB, H.R. 5013; for the IDB, H.R. 5014, and for the IDA, H.R. 8750.

Other Legislation: Through Nov. 1, approximately 335 trade and related bills were introduced in the 92nd Congress. Of these, 110 were import quota bills and 20 were general orderly marketing bills, applicable when imports surpass stated levels of domestic consumption.

Legislation not previously reported in this column includes: H.R. 10937, amending the Tariff Act of 1930 to provide for informal entry under regulations of certain educational articles; H.R. 11000, exempting U.S. vessels from duty levied under Sec. 446 of the Tariff Act of 1930 on equipment and repair parts; S. 2468, promoting foreign trade and maintaining supplies of certain agricultural commodities; H.R. 11086, prohibiting the exportation of domestically extracted crude oil without congressional approval; H.R. 11176, requiring the Secretary of Commerce to undertake a study on the effects of pollution and abatement control programs on international trade; H.R. 11355, amending the Tariff Schedules of the United States (TSUS) to provide for duty-free entry of mica films; H.R. 11395, amending the TSUS with respect to certain typewriters and typewriter parts; S. 2754, authorizing the Secretary of Commerce to engage in certain export expansion activities; and H.R. 11469, amending the TSUS on certain ceramic articles.

Five bills were favorably reported out of the House Ways and Means Committee on Oct. 12: H.R. 640, permitting the duty-free importation of upholstery regulators and upholsterer's regulating needles and pins; H.R. 3233, amending the Tariff Schedules on olives packed in certain airtight containers; H.R. 4678, providing for the duty-free entry of a carillon for the University of California, Santa Barbara; H.R. 9643, prohibiting the importation of certain pre-Columbian monumental and architectural sculpture exported contrary to the laws of the country of origin; and H.R. 3786, providing for the duty-free entry of a carillon for Marquette University. In three other actions, the Ways and Means Committee or-

dered favorably reported H.R. 7175, which would limit, in the case of certain vessels, the application of duties imposed on equipment and repair parts purchased for, and repairs made to, U.S. vessels in foreign countries; H.R. 11186, exempting from duty certain equipment and repairs for vessels operated by or for any agency of the United States where the entries were made in connection with vessels arriving before Jan. 5, 1971; and H.R. 10379, amending the Tariff Schedules of the United States to exempt articles previously exported from the United States which are returned to the U.S.

Members of the Senate Finance Committee ordered favorably reported H.R. 8312, a bill to continue for two years the duty-free status on certain gifts by members of the armed forces serving in combat zones.

On Oct. 14, the House Education and Labor Committee ordered favorably reported H.R. 7130, a bill which amends the Fair Labor Standards Act of 1938. Title III of the proposed legislation establishes procedures to provide for the relief of domestic industries and workers injured by imports from low wage areas. It also imposes restrictions on government procurement by requiring that foreign suppliers for any funded or guaranteed contract maintain wage and work conditions not substantially less favorable than those required within the United States.

TARIFF COMMISSION

Adjustment Assistance—Firms: The Tariff Commission recently reported five negative determinations and one affirmative finding regarding six investigations initiated between Sept. 1 and Oct. 15. As a result, the following five firms are ineligible to apply for adjustment assistance: Bangor Shoe Mfg. Co., Inc., Bangor, Maine (women's and men's leather footwear); French Shriner & Urner Mfg. Co., Boston (men's leather welt shoes); Wollensak, Inc., Rochester, N.Y. (optical elements); Allstar Products Inc., Defiance, Ohio (variable capacitors); and Wisconsin Shoe Co., Milwaukee (men's, women's and misses' footwear). The one company found eligible, Whittier Mills Co., Atlanta (cotton osnaburgs and sheetings) must now petition the Secretary of Commerce for adjustment assistance certification.

Since late September, the Commission has opened three new investigations on behalf of firms alleging injury due to increased imports. After examining the effect of imports, the Commission will determine whether the following firms are eligible for adjustment assistance: J. H. Bonck Co., New Orleans (men's and boy's shirts); and Aronoff Shoes, Inc., Los Angeles (women's footwear).

Adjustment Assistance—Workers: In its reports of 11 investigations on behalf of worker groups, the Tariff Commission found in 10 cases that the criteria establishing eligibility for adjustment assistance were not met. Those involved in the negative determinations included workers at the following plants: French Shriner & Urner Mfg. Co., Boston (men's leather welt shoes); H. K. Porter Co., Inc., Electrical Division, Ambridge, Pa. (pipes, tubes, fittings and electrical apparatus); P.M. Footwear Corp., Lajas, Puerto Rico; Moca Shoes, Moca, Puerto Rico; B. E. Cole Co., Norway, Maine (footwear); Yabucoa Shoe Corp., Yabucoa, Puerto Rico; Las Piedras Shoe Corp., Las Piedras, Puerto Rico; Francine Shoe Co., Norway, Maine; Sun Manufacturing Co., Mayaguez, Puerto Rico (footwear); and American Zinc Co., Dumas, Tex. (unwrought zinc).

In the case of Whittier Mills Co. of Atlanta (manufacturer of cotton osnaburgs and sheetings), the Commission found that increased imports were threatening employment stability and that workers were eligible to apply to the Secretary of Labor for adjustment assistance certification.

The Commission also opened investigations into the effect of imports on eight petitioning groups of workers to determine eligibility to apply for adjustment assistance. These cases involve workers at the following plants: Beaunit Co., Childersburg, Ala. (viscose rayon yarns); Seymour Shoes, Inc., Haverhill, Mass. (women's shoes); Armstrong Glass Co., Erwin, Tenn. (rolled glass); Bibb Manufacturing Co., Macon, Ga. (yarns and fabrics); Vulcan Corp., Portsmouth, Ohio (women's footwear); and Goodyear Tire and Rubber Co., Windsor, Vt. (footwear); American Zinc Co., Dumas, Tex. (see above), and Dave Aronoff Shoes, Inc., Los Angeles (footwear).

Dumping Cases: The Tariff Commission recently initiated investigations to determine injury in connection with two cases referred by Treasury: bicycles from West Germany and tubeless tire valves from Canada. Public hearings are scheduled for Nov. 16 and 22 respectively.

In another action, the Commission notified the Secretary of the

Trade Consultations

Economic and trade specialists of the Department of Commerce will be available for individual consultation by businessmen attending the National Foreign Trade Convention this week in New York.

They include three directors of regional divisions in the Office of International Commercial Relations of the Bureau of International Commerce: Stephen M. Conger, who heads the Africa Division; Morris Allen, American Republics Division, and Frederick Strauss, Western Europe Division, plus international trade specialists of the New York Business Service Office.

Treasury of its determination that imports of certain sheet glass from France, Italy, and West Germany are injuring the domestic industry. This action follows an earlier determination by Treasury of sales at less-than-fair value. As a result of the Commission's latest decision, these imports will now be subject to special dumping duties. This brings to seven the number of cases involving glass in which dumping duties have been imposed this year.

Production and Sales Report—Plasticizers: The Tariff Commission recently issued a report giving preliminary statistics on U.S. production and sales of plasticizers, by chemical groupings, in 1970. The report is sixth in a series of 14 on U.S. production and sales of synthetic organic chemicals in 1970. Copies of the report may be obtained from: U.S. Tariff Commission, Washington, D.C. 20436.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department recently announced a dumping finding in its investigation of tempered sheet glass imports from Japan. Under provisions of the Antidumping Act of 1921, the finding of dumping is a statutory requirement which precedes the application of antidumping duties and follows a finding of sales at less-than-fair value and injury to a U.S. industry.

Determinations of sales at less-than-fair value were announced for the following products: bicycles from West Germany and tubeless tire valves and ice cream sandwich wafers from Canada. Appraisement on the bicycles and tubeless tire valves has been withheld since June. The withholding of appraisement on ice cream sandwich wafers from Canada was announced simultaneously with Treasury's Oct. 26 sales at less-than-fair value finding. Appraisement is withheld when the Secretary of the Treasury has reason to believe that the items in question are being sold in the United States at prices below those found in the home market of the exporting country. Treasury also announced that appraisement is being withheld on fish nets and netting from Japan, and on large power transformers from France, Italy, Japan, Switzerland and the United Kingdom.

A final negative determination was issued by Treasury in its antidumping investigation of doorlocks and latches from Japan. This finding was based on information that the price to purchasers in the United States was not less than the price to buyers in Japan.

Antidumping investigations concerning large power transformers from Sweden and bicycle tires and innertubes from Japan were discontinued following a determination by Treasury of minimal sales at less-than-fair value and formal assurances by the foreign manufacturers that no further sales will be made at prices below those in the exporters' home market.

New antidumping investigations have been ordered on two products of Canadian origin: instant potato granules and northern bleached hardwood kraft pulp.

Labor—Adjustment Assistance: 400 sheet glass workers at Libby-Owens-Ford Co. in Shreveport, La., and 500 textile workers at Whittier Mills Co., in Atlanta, Georgia, have been certified by the Labor Department as eligible to apply for adjustment assistance. Applications by the two worker groups followed a Tariff Commission finding of injury to the domestic industry and Presidential authorization to apply.

Agriculture—Fruit and Vegetable Imports: Pursuant to provisions of Section 8e of the Agricultural Marketing Agreement Act of 1937, the Department of Agriculture has revised minimum grade and size requirements for imported grapefruit, effective Nov. 8.

Agriculture—Poultry Imports: The Department of Agriculture has announced plans to make the Territories of Guam and the Virgin Islands subject to federal poultry inspection under the Poultry Products Inspection Act.

Internal Revenue Service—Hearings: The IRS held hearings on July 27 and Oct. 26 on the proposal to terminate the exemption of imported wines from U.S. bottle content requirements. Interested parties may submit written briefs to the Alcohol, Tobacco, and Firearms Division of the IRS no later than Dec. 31, 1971.

State—Diplomatic Relations: The Department of State announced that on Oct. 20, diplomatic relations were established with the Sultanate of Oman, an independent country recognized by the United States since the mid-19th century.

International Trade Briefs

Foreign Antidumping Action: The Canadian Department of National Revenue made a preliminary determination that wedding gowns imported from a U.S. firm are being dumped in the Canadian market. The case is scheduled to be referred to the Canadian Antidumping Tribunal for investigation of injury to Canadian producers.

World Bank: The Inter-American Development Bank and the United Nations Industrial Development Organization (UNIDO) entered into an agreement Oct. 28 to coordinate activities in the identification of industrial projects in Latin America. Both UNIDO, headquartered in Vienna, and the IDB, a member of the World Bank Group, have the goal of spurring Latin American industry. The coordination will particularly affect industrial aspects involved in Latin American economic integration.

Trade Fairs, Centers

Trade Centers Seeking Exhibitors For Four Shows

U.S. exhibitors are being recruited for these four shows scheduled in U.S. Trade Centers during the first half of 1972.

Mini-computers and peripherals: France. A recent study of the French market for computers and related EDP equipment indicates that total imports in this field in the next 12 months will reach a dollar-value of $169 million, with U.S. firms supplying an estimated $57 million (34.6%) of this total. By 1974 the import figure will reach $264 million, and U.S. firms are exjected to supply more than $80 million.

To encourage American suppliers to enter this promising market, and assist them in promoting their products in France, the Department of Commerce will sponsor an exposition featuring the display of American minicomputers and peripheral equipment in the Paris U.S. Trade Center March 20-24.

A highly successful exhibition of edp equipment was held at the center in Paris last June. At that show, 50 U.S. companies displayed their products to a hand-picked audience of nearly 2,000 visitors. The event generated immediate sales of $384,715 during the show with a projection of more than $25 million in sales during the following 12 months.

Write: Gus Duda, Project Officer, BIC-948, Department of Commerce, Washington, D.C., 20230 (202-967-2434).

Analytical laboratory apparatus: Italy. U.S. exhibitors at the March 14-18 show of analytical laboratory equipment at the Milan U.S. Trade Center will be aiming at a market which is expected to grow 20 percent each year in the foreseeable future, and where state and private companies plan to invest $17 million in plant and equipment during 1972-73.

Major growth will be concentrated in the chemical, biochemical, petro-chemical, pharmaceutical, medical, food processing, metal mechanics, plastics, manmade fibres, and pollution control industries.

Recently passed government laws and regulations in the food processing and pollution control fields should make these industries of particular interest to American manufacturers of analytical laboratory equipment. One of these laws requires all food and food byproducts industries to hire a responsible analytical chemist. This law will affect all bakeries, breweries, distilleries, and dairies; all fish, fruit, vegetables and meat industries; and all soft drink and sugar producers.

More stringent government regulations concerning pollution are forcing many organizations and businesses to equip themselves with analytical and quality control laboratories for controlling environmental pollution.

Write: Samuel S. Spaulding, Commercial Exhibits Program, BIC-944, Department of Commerce, Washington, D.C., 20230 (202-967-3968).

Materials handling equipment: U.K. U.S. equipment and systems for materials management applications can expect expanding interest in the United Kingdom, according to recently gathered market research.

A materials handling exhibit will be staged May 15-19 at the U.S. Trade Center in London, at the same time as the International Mechanical Handling Exhibition (IMHEX) is also under way in London.

Opportunities for sales of U.S. equipment are growing, according to a recently completed study. Industries in the United Kingdom are seeking systematic approaches to materials handling problems. More and more they are trying to rationalize the manner in which materials and components are purchased, stored, moved through processing, sorted, packed, warehoused, and dispatched. Traditional concepts of materials handling are giving way to labor saving systems and equipment. The U.S. materials handling industry is well positioned to respond to this shift in demand.

For further information, contact Art Rice, (BIC-942), Department of Commerce, Washington, D.C., 20230; telephone 202-967-4601.

Security systems, Italy: Economic growth in Italy has created an urgent need for sophisticated security systems and equipment. Large capital investments in complex plants and warehouses, increasingly liberal credit facilities and greater acceptance of self-service merchandising call for the most modern protection against such risks as fire, theft, industrial espionage, forgery and shop lifting.

U.S. suppliers can share in this important market by taking part in an exhibition sponsored by the Department of Commerce, featuring industrial and commercial security equipment and being held May 9-13 at the United States Trade Center in Milan.

For complete information on this timely event, call or write Robert B. Wallace, Project Officer, Ref. BIC/944, U.S. Department of Commerce, Bureau of International Commerce, Washington, D.C. 20230 (202-967-4508).

INSTANT IDENTIFICATION—*A Polaroid spokesman said his firm gave more demonstrations of security equipment on the show's first day than in three months' normal activities. One item was the ID3 identification system shown in use above.*

U.S. Security Devices Bring Big Sales At Paris Center

Security equipment is big business in Europe . . . and Ecuador, Australia, Egypt and Venezuela. This is the message that 28 U.S. exhibitors carried away from a recent showing of industrial and commercial security equipment at the U.S. Trade Center in Paris.

Almost $1.6 million in sales were made on the spot, and another $8.2 million are expected in the twelve-month period after the show.

The show was held at the same time as the 'Europrotection' exhibit in another part of Paris, and a special bus service operated between the two exhibitions probably accounted for the high percentage of non-French visitors who registered at the Trade Center. Of the 892 registrants, 248 were from 28 widely-scattered countries, as indicated above. As a matter of fact, 13 visitors to this overseas showing of American products gave the U.S. as their home address.

Seventeen exhibitors were new to the French market, and six of these were new to exporting altogether.

These newcomers did the lion's share of the business, racking up an expected $6.7 million in sales over the twelve months following the show.

Three exhibitors hit over $1 million in expected sales during the next twelve months.

Polaroid's representative said his firm gave more demonstrations of their equipment during the first day of the show than they do in three months of normal activities.

Fifteen participants were looking for agents or some other form of representation for their product in France, and 17 were interested in finding representation elsewhere in Europe or nearby markets. At show's end, 16 agreements had been signed (six in France) and negotiations were under way with 150 other potential representatives.

Israeli Water Quality Show Invites U.S. Firms

U.S. exhibitors are invited to participate in the June 18-24 International Water Quality Exhibition in Jerusalem. The show will be held in conjunction with the Sixth International Conference on Water Pollution Research, which is expected to attract 1,500 leaders in the field from many countries.

Write: International Water Quality Exhibition, 4 Shilo St., Tel Aviv, Israel.

A WILLING AUDIENCE—*The high level of visitor interest is obvious as businessmen listen intently to an explanation of the Notifier Co.'s security systems.*

Worldwide Business Outlook

Italy's Hopes For Revival Hinge On Industrial Output

Italy's economy in 1970 is likely to register its lowest growth rate of the postwar period, according to the U.S. Embassy in Rome.

If industrial production, running about 3.1 percent behind last year for the first seven months, recovers sufficiently in the remainder of the year to equal 1970s output, then real GNP growth should be in the 2-3 percent range. If, however, industrial output remains at its current low level, there will probably be no real growth whatever in GNP.

For a variety of reasons the hoped for autumn upturn in output has not materialized, or at least is not yet evident. Instead, the post-vacation period has seen a growing wave of reductions in working hours in major industries and scattered instances of outright plant closures with consequent unemployment.

Hopes for a turnaround in the economy are now centered on the spring or summer of 1972 with the more pessimistic doubting that much real progress will be achieved before 1973.

Seeking the cause

The current interruption in Italy's exemplary record of postwar growth has created a lively interest in both political and economic circles in trying to determine the cause. Industrialists have been almost unanimous in assigning the blame to the labor unions. In this view the very large wage increases negotiated in the fall of 1969 and the subsequent continuation of labor unrest and absenteeism during much of 1970 have eaten away most of the competitive advantage Italian goods previously enjoyed in world markets. Furthermore, it is alleged, the continuing labor agitation has made it impracticable to plan new investments and increase productivity sufficiently to overcome the current higher level of wage costs and reduced profit margins.

Unions, on the other hand, have maintained that higher wages were appropriate and should have been compensated for by new investments and expanded production by both private and public industry.

The Government is also taken to task for a share of the blame for the slowness with which it has moved to deal with economic problems and in legislating long overdue reforms in housing construction, taxes, health care, and education.

All parties share to a degree in the responsibility for the failure of the Italian economy to recover from the stagnation experienced since 1969. Clearly there was an expectation following the 1969 settlements that a period of labor peace and cooperation had been purchased, albeit at a very high price. There was a surge of industrial production in early 1970, and bank credit was kept relatively tight to compensate for the anticipated inflationary effects of larger pay packets as well as for balance of payments reasons.

It soon became apparent, however, that labor agitation was a continuing problem at the plant level. In addition, absenteeism rose rather sharply, and a tight money policy impeded new investments in larger industries and the availability of operating capital in smaller ones. A pronounced wait-and-see attitude became evident.

As a result, when the central bank acted in mid-1970 to ease the money supply, the demand for loans was no longer there. The situation was further complicated by the apparent saturation of the domestic market for large appliances and television sets and a growing caution on the part of the average consumer which led to a very high savings rate and proportionately reduced domestic demand. Efforts by the Government to pass measures to stimulate demand and encourage new investment suffered long parliamentary delays and slow implementation by the bureaucracy once they became law.

In this unsatisfactory economic situation, the announcement of the international aspects of President Nixon's New Economic Program has injected a new note of uncertainty. The immediate reaction was one of near panic in those export industries most closely associated with the U.S. market. A wave of reports of cancellations of orders for shoes and textiles from the United States proved to be false on closer examination.

The Italian Government has expressed its recognition of the need for a reorganization of the world monetary system and, while requesting the earliest possible removal of the U.S. 10 percent import surcharge, has declared itself willing to participate actively in the search for a viable new monetary system which would permit the continued expansion of world trade.

What will be done?

There has recently emerged a surprising degree of unanimity among industry, labor and the Government on the proper course for restimulating the Italian economy. The general consensus is that the Government can make a major contribution by accelerating public works spending. As the head of the Italian equivalent of the National Association of Manufacturers recently pointed out, "It is not

INDUSTRY IS KEY TO ITALIAN OUTLOOK—*The GNP growth rate this year and next will be dependent on the time and extent of industrial recovery. Above, beams are welded at Italsider's Marghera plant, which will play a role in the rebound.*

enough to pass appropriations in parliament; one must implement them". This admonition has particular force since there is a current backlog of about $4.5 billion of unspent government appropriations in the Public Works Ministry alone.

There is a general suspicion that export demand may remain weak for a considerable period until the shape of the new international monetary arrangements become clarified and the economies of Italy's major trading partners begin to grow more rapidly. With nearly $7 billion in total reserves, Italy enjoys a reasonably comfortable cushion against external developments and can afford to stimulate domestic demand, encourage technological renovation and increased productivity, and modernize social services.

Key to success

A program along these lines, including the successful passage of the remaining reform legislation would, it is felt, contribute to social and labor peace and in turn encourage new investment by both private and publicly-owned industry. The key to success may lie in the efforts of the government to create an atmosphere of greater collaboration between industry and labor.

The Italian Government's emphasis in coming months will be on the stimulation of domestic demand to prevent any sharp increase in unemployment. At the same time efforts can be expected to speed the program of housing and other pending reform measures through Parliament.

Efforts will be undertaken to restructure the more backward industries and, above all, the Government will attempt to persuade unions and management to arrive at a modus vivendi, however uneasy, during the next few months. Success in obtaining an effective labor truce would greatly help in overcoming the present psychology of gloom and persuading private industry to make new investments.

Enactment in October of the government's major tax reform bill brings Italy to the point where a long-desired sweeping overhaul of a complex and inefficient tax system will soon be accomplished. Most of the tax changes are likely to be effective from Jan. 1, 1972, while implementation of a tax on value-added to replace the present transaction tax (I.G.E.) and other indirect taxes may be delayed for six months. Details will be set forth in implementing decrees to be issued over the next four months. In addition to the value-added tax, the most important changes include a new progressive personal income tax, a proportional corporate income tax, and the elimination of many minor levies.

With economic and political conditions still unsettled and with stagnating production, weak demand, and lagging private investment, the Italian market is currently in a depressed state. Reflecting the general feeling of uncertainty, many enterprises hesitate to undertake investments in new plant facilities. Business apprehensions have been further accentuated by fears of possible adverse effects that fluctuating currency rates, the U.S. import surcharge and investment tax credit may have on Italian production and exports.

On the other hand, business executives recognize that the appreciation of the Italian lira against the dollar has been less than most other major currencies and that this may improve the competitive posture of Italian exports, as a whole.

Slower pace

There is no doubt, however, that the current international monetary crisis is having a disruptive impact on trade and commercial developments. Strains within the Italian economic system suggest a slower business pace in the short-term, which is likely to be reflected also in a lower rate of increase in imports.

The Italian trade performance over the first seven months of the current year reflects internal economic developments and market factors. There has been a good showing of exports (11.2 percent increase over 1970) attributable to intensive efforts of industry to find foreign outlets for its products

and, in part, to the weak local demand. The trade pattern also shows a rise in imports but at a slower pace (6.6 percent).

In its January-June 1971 trade with Italy the United States had a surplus of $87.8 million, according to Italian trade statistics. Over this period Italian imports from the United States amounted to $795.6 million; the U.S. share of the Italian market declined from 11 to 10 percent.

The declines in Italian imports of raw materials and semi-manufactured goods undoubtedly reflect the slack in industrial production. In views of trade experts the downward import trend for these commodity groups is likely to persist in coming months as a slow economic recovery process is anticipated.

Sales opportunities

Interviews with businessmen and investigations of the Italian market point to a number of sales opportunities for varied American products, especially for electronics and data processing equipment, glass-nylon and glass polymers, structural adhesives and plastics, and photographic (particularly optical processing), separation, construction, optical and nuclear equipment.

While private investments continue to lag, the Government plans, both directly and through State financial corporations, to continue to push new investment programs vigorously. One of the more massive efforts will be designed to intensify the industrialization of Southern Italy (see *Commerce Today*, May 31, page 43).

Drafting of Italy's second national economic plan covering the period 1971-1975 is well advanced and should be completed by year-end. In addition to outlining in broad terms the desired trend of the Italian economy over the next few years, it is also expected to set forth more specific programs for certain sectors.

Gradual Deceleration In Growth Pace Lets Belgians Digest Heavy Investment

Although the 1969-70 boom is past, the Belgian economy is still operating at near full employment. From real GNP growth rates of 6.5 percent in 1969 and 6 percent in 1970, reports the U.S. Embassy in Brussels, the economy appears to have leveled off at a more sustainable 4 percent for this year.

Most observers believe that the gradual deceleration in economic growth, which apparently began around the end of the first quarter in 1970 and was partly the result of the government's measures of restraint, has been healthy. There are no indications that the slowdown is going too fast or too far, and a period of relaxed economic tension may be needed both to digest the heavy industrial investment of the past two years and to lessen demands for higher wages and prices.

Industrial production remains high. One private index puts average monthly production for the first eight months of this year up a respectable 3.7 percent from the same period of last year.

Builders keep busy

Construction also continues at a high level. Although the demand for new housing is down because of rapidly increasing costs, the current level of construction of nonresidential buildings should be maintained for some time.

The Belgian labor market is tight. The rate of unemployment was down to 2.6 percent at the end of June compared with 3.1 percent in June 1970.

Although the increases resulting from last spring's round of wage demands were substantial, some observers foresee another push for higher wages.

Both consumer and investment credit is in plentiful supply. The Belgian National Bank has maintained the credit ceilings imposed during the 1969-70 boom to cool off the economy, but these are high enough, with the gradual deceleration in economic activity, to accommodate present demand.

Consumer prices have gone up by only 3.2 percent (4.4 percent on an annual basis) so far this year, although the tax on value added (TVA), introduced at the beginning of this year, had been calculated to increase prices automatically by 2 percent because of higher tax rates. Government price controls, imposed last fall to avoid the sudden increase experienced in other countries when they introduced the TVA, are largely responsible for holding prices down.

Boom carried over

The investment boom of 1970, when gross industrial investment soared to 46 percent above the 1969 level, carried over into this year partly by sheer momentum. Government estimates put new investment in 1971 up 7 or 8 percent over 1970 in current prices, which would leave investment volume about the same. Much of this year's investment expenditure was committed last year and the larger part has probably already been made during the first half of the year. Increased investment spending is expected in relatively few industries: nonferrous metals, metal fabrications, electric power, oil refineries and construction.

Several factors account for investor hesitancy: a profit squeeze during 1971 resulting from controls on prices while the costs of labor and imports are increasing; uncertainty about the outcome of the changing international monetary situation; and the suspicion that European economies may be on a downward cyclical trend. Without some reassuring developments relating to the above factors, therefore, industrial investment in

1972 will probably drop substantially.

The Government seems unlikely to make any significant changes in its present economic policy for the time being. First priority will still be given to moderating price increases. If, however, the economic deceleration should become more pronounced, the Government might well increase its own capital expenditures and attempt to promote new private investment. The National Bank would probably not extend the temporary credit restrictions beyond March 1972 when they are due to expire. At present, though, with the economy hovering about equilibrium and with no clear signs of which way the economy will move (apart from the bearish private investment intentions), the watchword is "wait and see."

Public investment this year should run about 15 percent over the 1970 level. This increment coincides with the annual target for public investment set in the Government's Economic Budget for 1971, which is the first annual slice of the Third Five-Year Plan. The guidelines for the Third Plan, recently passed by the Parliament, include an ambitious program of public infrastructure development. This program is regarded as binding on the Government and is in fact the core of the Third Plan. With GNP estimated to go up by 4.8 percent a year in real terms while public investment increases by 9.2 percent, there is clearly an intention to enlarge the GNP share of public capital expenditures.

BELGIAN IMPORTS RISE—*The economy is expanding at a healthy 4 percent and imports are growing steadily, keeping Antwerp's container facilities active.*

Trade deficit likely

Belgium may have a deficit on trade account this year; first half provisional figures show a trade deficit for the Belgium-Luxembourg Economic Union (BLEU) of $208 million (total imports were $6 billion). While imports went up by over 8 percent compared with the first six months of last year, exports stagnated at a 2 percent increase in value. From 1951 through 1968, BLEU had consistently run a trade deficit, but in 1969 and 1970 moved into a surplus despite a worsening of the terms of trade.

With 1970 exports valued at the equivalent of 45 percent of GNP, the expansion of export markets is of critical importance to Belgian economic growth. The reason for the decline in export growth seems to be the general cyclical slowdown throughout the Common Market, which took 68.5 percent of BLEU exports in 1970. Another factor was lessening demand for steel both in Europe and the United States.

With the economy expanding at a healthy 4 percent and imports growing steadily, Belgium should remain a good market for U.S. products this year. During the 1969-70 boom, imports from the United States went up sharply. Last year alone they were up 30 percent, but partly because of exceptional major aircraft purchases and coal shipments during the Limbourg mines' strike.

While imports from the United States fell off by 5.5 percent during the first quarter of this year compared to last, this is less disappointing when it is noted that the 1970 increase for the same period over 1969 was 60 percent. First quarter imports from the United States were still 51 percent higher in 1971 than in 1969.

Belgium is essentially an industrial processing country with imports and exports each equivalent in value to about 45 percent of GNP in 1970. Nearly all its industrial raw materials and large shares of its capital and consumer goods are imported. The U.S. share of the market (8.8 percent in 1970) comprises two principal kinds of goods: agricultural products and raw materials, and products in which the United States has a technological lead.

The Belgian franc has been floating against the dollar at about 2.5 percent above the former floor rate of BF 49.625 to one dollar. While any revaluation of the franc helps U.S. exports to Belgium, this relatively small shift is probably not enough in itself to cause a major increase. If the price freeze in the United States should prove effective in slowing down inflation and if Belgian prices should increase more rapidly as the government's price controls are removed, however, U.S. products would gradually become more competitive in Belgian markets.

In the longer run, any substantial realignments of exchange rates would have a more favorable effect on U.S. exports. It should be possible, with a major reform of monetary relationships, for the United States to re-enter such markets as consumer durable goods from which it has been increasingly excluded by price differentials.

Another promising market is in construction machinery. The Third Plan, as noted above, provides for a high level of public infrastructure development. Moreover, if the

economy should decelerate more than is desired by the Government, public spending could be expected to increase next year. There will be opportunities for many U.S. products within the public investment programs, running from earthmoving machinery to modern classroom equipment.

Even though the investment growth rate will probably decline, the absolute level remains high. Belgian industry is rapidly diversifying away from traditional production (steel, textiles, basic metals) into a wide variety of more advanced industries. U.S. industry should keep in close touch with Belgian industry and financial institutions to find export and investment opportunities. In view of the importance of foreign direct investment in Belgium (half of the member firms of the metal fabrications industry federation are American), it is also advisable to direct a sales effort to the parent companies.

Incentives to invest

The already hospitable foreign investment climate was further improved by the Economic Expansion Law passed in December 1970. The principal investment incentives provided by the law are interest rate subsidies and special interest-free loans for modernization of plant and development of new products. The emphasis on advanced industries is also seen in the law's "progress contracts," which include a bundle of incentives, even guaranteed public procurement. American industry should be well placed to take advantage of these provisions.

Although the volume of direct investment in Belgium from the United States in 1970 continued to exceed that from any other country, it was much smaller than in 1969—$45 million compared with $222 million. While there was a general decrease in foreign investment in Belgium last year, the U.S. share of the total declined from 33 percent to 27 percent.

Bigger Oil Income Lifts Saudi Arabia To Higher Level Of Economic Activity

Saudi Arabia has been affected by two significant developments which have drastically changed its economic position and outlook. The first, states the U.S. Embassy in Jidda, has been the recent series of adjustments in the price of oil which have allowed the Kingdom's per barrel take to increase by about 45 percent. The second has been the sharp fall in world tanker rates which have made Saudi crudes more competitive in European, Asian, and even Western Hemisphere markets.

Takes over top spot

Due to the increased demands for Saudi crudes, the Kingdom has for the first time this year become the world's leading oil exporter. As a result, the Government again finds itself in a comfortable cash position, ending the fiscal year with a large budgetary surplus.

Last year's revenue measures establishing a tax on the income of Saudi citizens and businesses and increasing taxes on gasoline and diesel have been abolished. The budget for the new fiscal year starting in August is up by one billion dollars (to $2.4 billion) with almost half of the estimated expenditures allocated for projects. The balance of payments position is suddenly very strong again with foreign exchange reserves rising rapidly.

The impact of these different factors is starting to provide a strong stimulus to the economy after two years of relative stagnation. Due in part to the recalculation in the price of oil, the Kingdom's GNP reached an estimated $3.55 billion in the fiscal year ended August 1971, a jump of 15 percent. Gross investment may well reach 25 percent of GNP in 1971-72, thereby underpinning the present growth rate, and the level of commercial activity should exceed anything seen heretofore.

All this will provide many opportunities for U.S. firms to sell not only consumer and capital goods but training, operations and maintenance, engineering design, and management services.

Reflected in imports

Since the Kingdom cannot feed itself and few products are manufactured locally, growth in the level of domestic expenditures is reflected rather quickly in new import demands. After deducting funds set aside for foreign aid and budgetary reserves, projected expenditure outlays in the new budget are nearly $2.2 billion. If Government outlays actually reach this figure and because every dollar of public expenditure generates at least 70 cents of imported goods and services, the Saudi market should soon grow to $1.5 billion a year, some 50 percent above its current annual average.

While a substantial portion of new goods and services imports will be related to projects, higher expenditures will bring greater affluence and generate new demands for consumer products. The large number of skilled foreign nationals who will have to be employed to help carry out different projects will not only bolster this consumer demand but make it more varied. Commercial firms are expecting that the sales increase will first be felt in such items as airconditioners, small household appliances, textiles and processed foods. The lag will be longer for big ticket items but major importers of automobiles, refrigerators, and luxury goods are all projecting higher sales in the next six to twelve months.

The emphasis of the new Saudi budget on creating a viable infrastructure will provide many new opportunities for foreign suppliers

even though it is the government's intention to steer as much business as possible to Saudi firms. Now that municipalities are flush with funds, new programs will be starting for street paving and lighting, low cost housing, sewage, water distribution and purification, and flood drainage.

Tenders will be let

New tenders will be let for doubling capacity of the Jidda desalting plant and installing smaller desalting units in other coastal cities, designing and constructing new hospitals, improving several secondary airports, building 1,251 kilometers of new highways to add to the existing network of 8,021 kilometers, installing 65,600 new telephone lines, providing operation and maintenance services for a host of completed projects such as the Al Hassa irrigation scheme, expanding the Dammam port and building a new one at Jubail, and constructing a cable/microwave link across the belt of the peninsula from Jidda to Dammam.

Several projects being considered by the government's Petroleum and Mineral Organization (PETROMIN) may also get under way, namely building a new refinery in Riyadh and expanding the one in Jidda, undertaking a joint venture for a 600 ton/day sulphur plant, and using gas now being flared to provide the source of energy for scrap melting and ore reduction facilities and aluminum smelting. The availability of the new Public Investment Fund will also enhance PETROMIN's ability to consider a wide number of proposals.

Many of these activities will require technologically advanced products and techniques as well as multi-faceted management services for which American firms still have a competitive edge. For service companies, however, awareness of Saudi labor, tax, and visa requirements will continue to be important to avoid costly overruns.

Competition intensifies

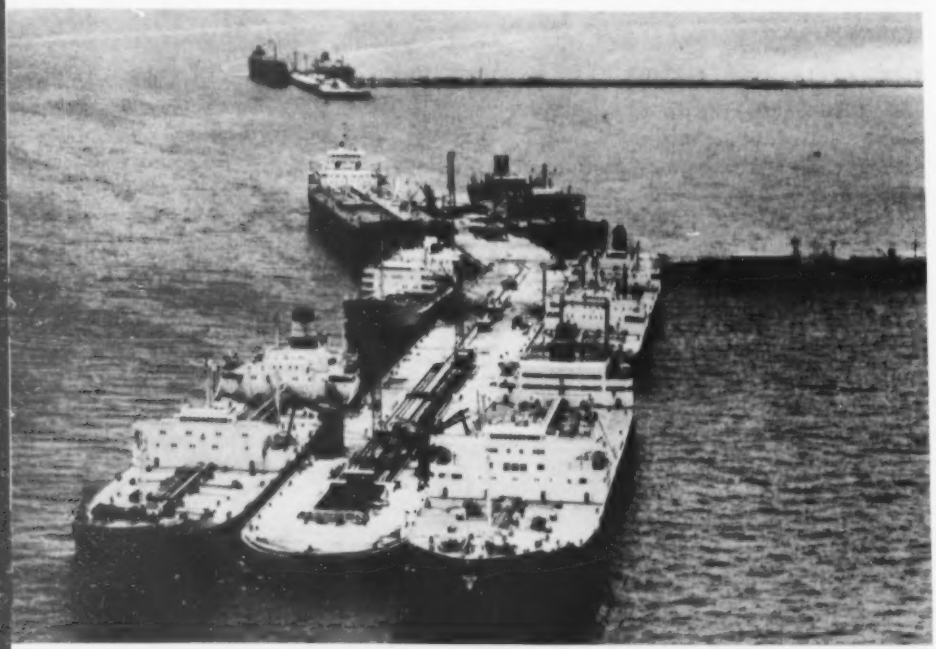
The future prospects for the Saudi market with its absence of restrictions on monetary transfers or imports which are not offensive to Islam has intensified the efforts of U.S. competitors. Small trade fairs, sending missions to study the Saudi market, or stationing representatives in the country are the methods they most commonly use. American-made consumer goods continue to be replaced by articles of European or Japanese manufacture because the latter are becoming better known, they are cheaper, and the expatriate community of technicians is becoming more polyglot.

U.S. to hold lead

The United States, nevertheless, should remain Saudi Arabia's principal supplier, and the Kingdom should become a more important trading partner as Gulf crudes become more competitive with those of the Western Hemisphere. Moreover, the growth in oil exports, which will generate even larger capital flows back to the United States in the form of investment income, the substantial U.S. business presence, especially in the petroleum sector, and the continued outlook for political and economic stability will continue to make Saudi Arabia attractive commercially.

It is thanks to the efforts of a few large American firms in the aviation, electronics, and services fields that the downward trend in U.S. exports to Saudi Arabia is bottoming out. Assuming the current dock strike is short-lived, the United States may even be able to hold on to its 18 percent share of the Saudi import market in 1971 and increase it slightly in the future because of the revaluation of currencies of several leading competitors.

Nevertheless, American companies need to learn lessons from the Japanese, who are now firmly ensconced as the Kingdom's second leading supplier. The most important one is to work closely with distributors and to give them the technical, promotional, and even managerial support needed to assure their success.



SAUDI ARABIA IS TOP OIL EXPORTER—*The Kingdom has taken over the number one position this year for the first time. At the North and South Piers of the marine terminal in Ras Tanura, above, 10 tankers can be berthed at the same time.*

Tunisian Economy Set For Further Gains Next Year

The Tunisian economy is making substantial gains in 1971, according to a report received by Commerce from the U.S. Embassy in Tunis, and prospects for next year are good.

Factors contributing to this year's showing include unusually favorable climatic conditions, improved business and consumer confidence, a tourist boom, and a government policy of economic liberalization. Preliminary estimates of gross domestic product indicate a probable real growth rate of 8-9 percent for the year.

Areas of expansion

Areas of expansion include agriculture, where as much as 30 percent value added will be realized, and tourism, which should increase by more than 20 percent.

Despite a considerable increase in the wage bill in the spring of 1971 and a higher than usual rise in the cost of living index, Tunisia's record of inflation continues to be moderate.

Growth prospects for 1972 at this point appear good, with the possibility of real GDP growth reaching 9.5 percent. Over the remainder of the decade, however, prospects are, at best, mixed. Overall economic performance remains precariously dependent on favorable climatic conditions and sustained, high levels of foreign assistance to underwrite investment.

Heavy state investment during the 1960s has not proved sufficiently productive to guarantee growth, and continued state control of the economy, although lessening, tends to discourage foreign and domestic private initiative.

High rates of unemployment (conservatively estimated at 14 percent but which may actually exceed 20 percent) and a rapidly growing population (2.8 percent per annum) absorb scarce resources.

Tunisia's major assets are political stability and a pragmatic regime committed to rapid economic development.

Tunisia's balance of payments should register an overall surplus of about $20 million in 1971. Both exports and imports are expanding at a more rapid rate than in 1970, with exports only covering 65 percent of imports and the difference continuing to be covered by foreign aid and private capital flows.

More than half of Tunisia's total trade is with the EEC and the trend in recent years has been for this proportion to increase. Due to the AID program's funding of U.S. purchases, trade with the United States continues to be in heavy imbalance.

The United States has maintained its position as number two supplier (after France) to the Tunisian market. The United States has strongly supported Tunisia's development and most American exports to Tunisia are financed by assistance programs. Straight commercial sales have been much less, averaging only 15 percent of total U.S. exports to Tunisia over the last six years. The U.S. buys relatively little from Tunisia, so that the balance of trade between the two countries is overwhelmingly in favor of the United States.

Prospects are good

Current prospects for moderately increased sales in Tunisia are good. A hopeful aspect of the present picture is the Tunisian Government's policy of returning much of the commercial sector to private enterprise after a period of experimentation with cooperatives. Further, the Government has liberalized import policy, pricing and credit with the result that commercial activity has begun to revive after three years of stagnation. These developments tend to favor prospects for increased sales.

Finally, since the Government has maintained the old parity between the dollar and the dinar, U.S. competitiveness vis-a-vis European countries, whose currencies have appreciated, will be enhanced.

Tenders issued by the Government and publicly controlled companies are a major source of commercial opportunities. However, deadlines are often short and specifications tend to favor French producers.

U.S. companies with subsidiaries in Europe may profit from the advantages of Tunisia's connection with the EEC.

Where possible, American manufacturers should provide French language advertising materials for their products.

Wanted: investors

The Tunisian Government is seeking to stimulate both local and foreign private investment through tax incentives, credit relaxation and simplification of investment procedures. Special attention is currently being given to attracting foreign firms interested in export markets.

The Tunisian Investment Code details some of the advantages which may be accorded the foreign investor, including guarantees of majority ownership and profit repatriation. More favorable terms can be negotiated. The government's terms have proved sufficiently interesting to attract some investment, particularly from French and German companies.

Although the Government is making an effort to attract foreign investment, formidable difficulties remain. Investors may encounter long delays in obtaining approval for projects, customs clearances and permission to repatriate profits. In spite of difficulties, however, interesting opportunities are available, particularly in petroleum and minerals, tourism, and agriculture and food processing.

Despite Mild Swedish Recession, U.S. Sales Outlook Is Favorable

Sweden's GNP, which expanded at a real 4.8 percent rate in 1970, is now expected to increase by only 2 percent or less in 1971. The economy is experiencing a cyclical downturn which has been deepened by the government's restrictive monetary and fiscal policies. The latter were adopted last year to fight inflation and improve the foreign balance.

The U.S. Embassy in Stockholm goes on to say that price rises have been considerably reduced and both the trade balance and reserves have substantially improved. Moreover, recent estimates of industrial investment in 1971 are relatively high. On the other hand, production, consumer spending, and unemployment levels confirm a mild recession of the type experienced every four or five years in recent decades.

Cautious approach

Under strong pressure to stimulate the economy, the Government has recently taken a few mildly expansionary steps with respect to industrial investment. This cautious approach, particularly the reluctance to stimulate consumer spending, reflects concern that major stimulative moves now would likely add to inflationary pressures this winter or early next year when the Government expects the expansion phase of the business cycle to begin.

The general wage settlement reached in June will result in increases in wage costs of some 28 percent over the next three years. Although actual take-home pay will be increased by less than half this amount, the settlement and the retroactive payments are already leading to some increased consumer spending.

Current consumer spending is being encouraged also by the leveling off of consumer prices earlier this year. After rising rapidly in 1970, the consumer price index has increased very little since the price freeze of October 1970, except for a 3 percent increase in January directly attributable to the Jan. 1, 1971 increase in value-added tax. Further small increases in consumer prices can be expected in the next few months, however, as a result of recent negotiations between the Price and Cartel Office and various sectors to allow firms to recover part of the cost of the recent wage increases and as more products are removed from price controls.

As a result of the stagnation in domestic demand, industrial production during the first five months of 1971 increased only 3 percent over the same period last year and apparently declined in the second quarter compared to the first quarter of this year.

The labor market has also been the cause of concern, as the number of unemployed has risen to about double the number unemployed at the same time last year. The recent swing from substantial net immigration to a small net emigration serves as a safety valve in the labor market. Nevertheless, further increases in unemployment are generally predicted for the fall and winter.

The Government has taken a number of small steps this year to encourage investment activity. Among these is an investment tax credit, which was introduced in the spring and is expected to be increased in the near future from 10 percent to 20 percent retroactive to Jan. 1, 1971. The Government has also relaxed the criteria for release of "investment reserve funds" (tax-free funds of individual corporations), and eliminated on May 31, two months ahead of schedule, the 25 percent tax on nonpriority investments.

It is still too early to tell how effective these measures will be, but there is good reason to believe that new investment in industrial plant and equipment should rise substantially during the latter part of 1971 and all of 1972. The Economic Institute's latest survey of investment plans predicts an investment increase of 12 percent (in current prices) in 1971 over 1970. The slight decline in residential construction should release additional resources for industrial investment.

Last year saw extremely tight credit in Sweden, while in 1971 there has been some easing of general credit conditions. Commercial bank loans, which were virtually unchanged during 1970, increased by 5 percent during the first six months of 1971. The central bank discount rate, which had remained at the historically high rate of 7 percent throughout 1970, was dropped in two stages during March and April 1971 to 6 percent. The rate was again lowered to 5.5 percent on Sept. 10.

Business credit eases

The recent relaxation of requirements for the release of investment reserve funds may further ease the business credit market, although there has been no easing of consumer credit. Another potential source of liquidity would be a further decline in the savings ratio, which has remained at a level of about 5 percent since 1969, despite the fact that the increase in real disposable income is expected to fall below 2 percent for all of 1971. With free education, generous welfare benefits and pensions, the incentive for savings is declining and it is reasonable to expect the savings ratio to fall, at least over the longer term.

Negotiations are expected to begin late this year to decide Sweden's relationship with the European Community. Sweden

wishes to form a customs union with the EEC and to establish a close consultative arrangement with respect to policy questions. However, the Community, at least so far, appears unwilling to go beyond a free trade arrangement for Sweden and the other neutrals in EFTA. The uncertainty over Sweden's future link with the EEC, which was heightened by the decision announced in March not to apply for full membership, has spurred additional Swedish investment in the EEC. For example, a Swedish pulp and paper firm, headed by one of Sweden's top politicians, recently bought out a German manufacturer in order to keep a foothold in the important EEC market, which now takes 28 percent of Swedish exports.

Although only one year ago Sweden's balances of trade and payments appeared to be the weakest elements in the economy, both are now relatively strong. Between May 1969 and May 1970, imports exceeded exports by some $446 million, but exports exceeded imports by about $231 million between May 1970 and May 1971. During the latter period, foreign exchange reserves increased by about $250 million. Much of the improved trade balance is due to the fall in imports resulting from the economic downturn, and imports will rise as the economic tempo picks up. The Swedish competitive position, however, remains strong, as evidenced by the 15 percent rise in exports so far in 1971.

U.S. can benefit

The current recession and lower import levels obviously suggest that U.S. exports to Sweden may not do as well as otherwise might have been expected. Nevertheless, the strong government support for industrial investment and the fact that most of this investment is expected to take the form of new machinery and equipment offer market opportunities in many areas where the United States is strongly competitive. The short deadlines required for many of the investments financed by "investment reserve funds" tend to favor imported machinery over machinery produced in Sweden, for which delivery lead times may be longer.

Some of the Swedish industry groups which plan the largest expenditures for new machinery and equipment include the engineering industry (machinery, metal fabrication and transport equipment), the pulp and paper industry, iron and steel and other metalworking, the chemical industry (including rubber, petroleum and coal), and public utilities (electricity, gas and water works).

Two large industrial projects which have recently been announced are a new oil refinery to be built at Lysekil by Oljekonsumenterna (OK), the cooperative oil distributor, and expansion of the Norrbottens Järnverk (NJA) steel plant at Lulea. Such projects might offer export opportunities, at least for U.S. suppliers of peripheral equipment.

Selective demand

While Sweden's domestic economy has experienced a leveling off in total consumer demand, there are certain types of consumer goods for which Swedish demand is rising. For example, the tax reform, which went into effect on Jan. 1, 1971, gave a boost to the long-standing Swedish policy of encouraging the entry of married women into the labor market by abolishing the tax advantages formerly enjoyed by married men with non-working wives. This tax measure has increased demand for products designed to make life easier for the working wife, such as sophisticated household appliances, convenience foods and other labor-saving household commodities.

The U.S. Trade Center for Scandinavia, located in Stockholm, provides an excellent sales platform in this market for American firms and their agents. The results achieved by the Center's industry-wide exhibitions and individual firm promotions have expanded steadily over the past several years to record levels. A number of shows covering products listed above are planned by Center officials for the coming year.

SWEDES PLAN UPTURN—*The economy is expected to get a boost next year from a rise in investment. Above, copper tubing production at Gusums Bruk.*

Sweden does not actively seek foreign investment, but neither does it severely restrict such investment. This neutral investment environment is likely to continue for some time.

The emphasis of Swedish economic policy on combating inflation and improving the balance of payments augurs well for the continued ability of the Swedish Government to permit full repatriation of profits and to avoid other restrictive measures which would inhibit foreign investment. Moreover, the recent playing down of government intervention in the private sector and of public ownership of industry (over 90 percent of Swedish industrial production is still in private hands) is likely to continue.

The continuing uncertainty over Sweden's future relationship with the EEC is likely to restrain additional U.S. investment in Sweden for the immediate future. Meanwhile, Swedish firms are showing increasing interest in direct investment in the United States.

Downturn In Agricultural Production Puts Brakes On Colombian Growth

After three years of steadily improving economic growth rates in Colombia, there has been a perceptible slackening of the rate during the first three quarters of 1971.

A leading factor in the reduced rate of growth, according to the U.S. Embassy in Bogota, was a downturn in agricultural production of as much as 8 percent during the first half of 1971. The lagging agricultural performance was directly attributable to extremely heavy rains, perhaps the worst of this century, which soaked much of the country in late 1970 and the first quarter of 1971. Crop damage was extensive, affecting food supplies throughout Colombia.

Signs of improvement

While there are signs that agricultural production in the second half has been improving as weather conditions have normalized, Colombia will be fortunate if total 1971 agricultural production reaches 1970 levels. Given the importance of agriculture in national production (it accounts for about 30 percent of overall Colombian GDP), its performance alone will depress overall 1971 growth.

Moreover, the transport industry has also been adversely affected by the heavy rains, both directly because of transportation tie-ups resulting from heavy road damage and wash-outs as well as indirectly owing to the reduced volume of agricultural goods to transport.

The performance of industry has been mixed but on the whole not bad. Textiles, cement and some metal-mechanic industries, among others, have operated at or near capacity. Other industries, including petrochemicals and small and medium-sized industry generally (the latter those mostly affected by credit shortages) have experienced sluggish growth.

On balance, GNP growth in 1971 is not likely to reach the levels of the past three years.

Other economic indicators are also showing unfavorable movement in 1971. The price level, as measured by the employee cost of living index, was up 7.5 percent in the first six months of 1971, a sharp acceleration from 1970 when the price increase for the entire year was only 6.7 percent. The heavy rains are considered to have contributed to the rapid increase as food shortages caused some food prices to jump sharply and the supply of other goods was interrupted by transportation problems.

Foreign exchange reserves are down significantly; at the end of August gross reserves were $213 million, down $44 million from the end of 1970, and net reserves were $134 million, down $18 million during the year. The primary factors are lower coffee shipments and prices and lagging performance among minor exports.

In an effort to control inflationary pressures, the increase in money supply has been sharply restricted. At the end of August, money supply was up only 4.3 percent compared to the end of 1970 and up only 12.3 percent compared to August 1970. While the tight rein on money supply may have held down inflationary pressures somewhat, the lack of credit availability has severely squeezed many businesses, probably contributing to the slower rate of economic growth.

Fiscal performance has been near projected levels with the exception of investment expenditures: while in current terms revenue for January-July was up 17 percent over the same period in 1970 and current expenditures were up 19 percent, investment expenditures actually declined slightly.

The Government took two important actions during the first half of 1971 which will have a significant effect on the fiscal situation. Taking advantage of powers invested in the Executive Branch in earlier legislation, the Government in March increased sales and stamp taxes considerably. More important still for fiscal purposes was the adjustment in June of the petroleum exchange rate from 9 to the U.S. dollar to 20 to the U.S. dollar. By sharply raising the prices of petroleum products to the consumer, thus contributing to cost-of-living increases, the measure ends what was in practice a costly government subsidy to petroleum products users and constitutes a large fiscal savings.

In another action, this one unrelated to the fiscal picture, the Government on June 30 issued a decree placing into effect the rather controversial Andean Foreign Investment Statute, thus meeting an Andean Pact commitment. However, there has been a delay in the issuance of a decree containing the regulations which will govern the application of the Statute.

Economy may pick up

While there is no denying that first half 1971 economic performance has been disappointing, most of the contributing factors appear to have been one-shot or short-term phenomena, indicating that economic growth may pick up in what remains of 1971 and in 1972. The weather has normalized and already agriculture is rebounding from its setback. Road and many rail washouts have been repaired and land transport is back to normal.

If, as many observers believe, the rain-associated supply dislocations were a major factor in the inflationary pressures during the first half of the year, then as the supply situation normalizes (and after the impact on the cost of living of petroleum price increases

has been fully registered) pressure on prices can be expected to ease. Also, Colombians expect coffee prices to firm somewhat, improving export earnings and permitting higher imports without weakening the reserve position. These two developments, accompanied by a faster increase in money supply, could encourage more rapid growth.

Moreover, there is a feeling in some business circles that the Pastrana Administration has turned a corner in its economic management.

On balance, upswing from the disappointing first half 1971 performance is possible, although by no means assured. Nevertheless, as recent economic studies have suggested, even if growth recovers to the rates achieved from 1968-70, there is serious doubt whether that level is sufficient to alleviate certain basic economic/social conditions, among which a most important problem is unemployment.

The year 1970 was a banner one for U.S. exports to Colombia. According to Colombian data, total imports increased $158 million in 1970 over 1969, of which the increase in imports from the United States accounted for $90 million, or 57 percent of the total increase. Imports by Colombia from the United States were up 29 percent during the year. Following the broad pattern of recent years, the bulk of U.S. exports to Colombia was in machinery, transportation and chemical products.

Prospects for U.S. export sales to Colombia look considerably less promising for 1971 as declining foreign exchange reserves and domestic inflation have dictated the highly restrictive monetary policy discussed above, one of the effects of which has been to reduce import registrations below 1970 levels. Thus, all will find it more difficult to export to Colombia this year.

However, the longer-run position of U.S. exporters in the Colombian market vis-a-vis the other industrialized countries will be considerably enhanced in the measure that the new U.S. economic actions have the desired effect of curbing domestic U.S. inflation and causing other important currencies to revalue against the dollar. In short, after a spot of trouble in 1971, U.S. export prospects look considerably brighter for the foreseeable future.

It is becoming more and more clear that Colombia will be increasingly selective in the economic areas in which new investment will be welcomed as well as the terms under which new investment will be approved.

Statute sets new terms

The terms under which new investment can be made will be governed by the Andean Foreign Investment Statute, which went into effect this year. The Statute generally aims at majority domestic equity participation in any new investment project and spells out new rules on profit remittances, patents, and licensing contracts. The Statute provides that a member country may exempt certain kinds of industries from several of the more important provisions of the Statute, and the preliminary indications are that Colombia will make use of most or all of the exemption provisions. The Statute has understandably caused considerable uncertainty among many investors, and many questions of interpretation and implementation remain to be resolved.

Despite the uncertainties, there apparently has been no appreciable change in the value of investment applications being received this year by the Government, although the U.S. share has reportedly dropped.

The potential investor should not overlook Colombia, but should weigh the possibilities offered by access to the Andean market and the effect of the Statute on his particular investment.

Reports Indicate Mixed Prospects For U.S. Business

Following are brief indicators taken from Foreign Economic Trends recently received by the Department of Commerce from US. Foreign Service posts in five countries. Over 150 such reports for 117 foreign markets, ranging from 4 to 12 pages each, are received yearly.

Annual subscription to the Foreign Economic Trends series may be obtained for $15 from any Commerce Field Office or Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

Brazil—The economy is continuing its rapid advance, paced by industry. GNP is estimated to be growing at an annual rate of over 9 percent.

Brazil's economic outlook is equally bright. Planned priority investment by the Government over the next five years includes: power, $5 billion; steel, $1.1 billion; shipbuilding, $1 billion; and communications, $1 billion. In addition, large investments from the public and private sectors are planned for the automobile ($400 million), chemical and petrochemical ($600-700 million), mining, non-ferrous metals, and non-flat steel products industries.

Somalia—Despite the proclamation of "scientific socialism", the policy of the new revolutionary Government remains that of previous Somali governments: to encourage foreign investment from all sources. The Foreign Investments Law of Feb. 18, 1970 provides both rules and guarantees for foreign investors in Somalia. The Government has made it clear that it will approve only those investments which directly contribute to

TURKEY TO PICK UP—*When the expected increase in economic activity materializes, the Seyhan Dam Power House, above, will be operating at full capacity.*

the development of the economy. Since growth and development are usually also prime objectives of investors in new enterprises, the Government caveats do not appear to place unreasonable restraints on investment in this country. Investment possibilities exist in light industries, packaging plants and in hotels and other facilities for the tourist industry.

Somali education and skill levels are low, though growing; a strong nationalistic spirit, revived by the revolution, makes all foreigners suspect of exploitive intentions; and a particular, and unfounded, suspicion of Americans creates special problems for potential U.S. investors. All of these can be overcome with patience and goodwill.

Thailand—Being considered by the Government for the future is the possibility of reorienting trade duties and taxes to facilitate and further stimulate exports and the development of local industry, and taxation adjustments to place greater reliance on direct taxation for government revenue. Also being considered in the course of finalizing the new five-year plan are moves to spur Thailand's development. In this connection, increased emphasis seems likely on stepping up agricultural production and diversification, on education, and on maximum utilization of infrastructure projects undertaken and completed during the past decade.

Chad—Prospects for increasing the U.S. share of the Chadian market are limited. The market and local consumption patterns are oriented toward France, and most major importing firms are French owned and operated. Nevertheless, a few U.S. products are imported by Chad, and in certain lines—airconditioning and refrigeration equipment, outboard motors and cotton processing equipment—dominate the local market. The major imports from the United States are petroleum products, machinery and used clothing.

Chad has clearly demonstrated its desire to attract private investors, and is willing to offer liberal tax and customs concessions. Soapmaking, dairy products and clothing are attractive investment possibilities. Other opportunities include development of tourist facilities, gum arabic processing and hide tanning.

Turkey—Owing in part to the institution of a new foreign trade regime and establishment of stringent criteria for foreign investment, private business is reluctant to invest or expand, and foreign private investors are holding off on new projects. However, economic activity should increase as the influence of a bumper harvest spreads through the economy. The question is, to what extent.

A range of 8 to 10 percent in growth appears not unreasonable with the proviso that the Government announce an action program designed to stimulate private investment and business. Without a reconciliation of the business sector with the Government, the beneficial effects of the record wheat harvest and inflow of remittances could largely be lost in a more limited, gradual climb out of the current period of "stagflation", as it has been described by the government's economic leadership.

U.S. Is Encouraged To Invest In Kenya

One African nation's energetic efforts to encourage U.S. interest in Africa's, and especially its own, business prospects is evidenced in recent appearances before U.S. groups by Kenya's Ambassador to the United States, Leonard O. Kibinge. Ambassador Kibinge's talks have been aimed at answering the many questions raised by American businessmen concerning investment prospects in Kenya and other African nations.

U.S. firms that want to profit from their association with African nations during the seventies face a challenge, states the Ambassador.

"Businessmen must stop relying on slogans, past impressions, and reports submitted by junior executives based in U.S. subsidiaries in the capitals of former colonial powers, who pay brief flying visits to Africa and submit negative but superficial reports. What is required of U.S. corporations is to do business direct with the nations of Africa," he counsels.

Priority industries for foreign investment pinpointed by the Ambassador include food processing, animal products, fisheries, metals, hardware, household appliances, chemicals, textiles, pharmaceuticals, and tourism.

"I have no doubt that multinational corporations could play a decisive role in economic and human development of Africa," Ambassador Kibinge declares.

"However, we must bear in mind that other developed countries are successfully breaking down such colonial non-tariff trade barriers in Africa as specifications, procurement procedures, ex-colonial experts, patterns of trade and spare parts. You too can do it, especially in East Africa and Kenya in particular, where investment and trade potential is beyond question."

World Trade Actions

Five Nations In Regulatory Moves; Egypt Starts Pipeline

Australia: The Government recently accepted the Tariff Board recommendation to revise duties on iron and steel chain and parts, and on lightweight cotton sheeting. The new rates of duty on chain, classified under Brussels Tariff Nomenclature (BTN) item 73.29, are 35 percent for General and 25 percent for Preferential countries for sprocket and conveyor chain and parts. (The General rate is applicable to imports of U.S. origin.) For other chains, General rates of 25 percent and Preferential rates of 17½ percent apply. The Tariff Board's recommendation to discontinue the by-law concessions for the entry of components for the manufacture of chain was not accepted by the Government.

The United States is a significant supplier of chain, having supplied $1.1 million, or 24 percent of total imports, in 1970.

A general rate of 30 percent is applied to cotton sheeting (percale), BTN 55.09.39, weighing less than 3.5 ounces per square yard used in bed sheets, pillow cases and bolster cases, containing 150 or more threads per square inch with the exception of a raised nap or loomstate fabric. The Preferential rate will be set at a level which will continue the phasing out of the margin of preference. Imports of New Zealand origin continue to be admitted duty free.

In another action, the Tariff Board plans to investigate whether assistance should be given to Australia's film processing and printing industry for goods falling under BTN items 37.04 through 37.07. Its recommendation will take into account the duty-free provisions of the United Nations Agreement on the Importation of Educational, Scientific and Cultural Materials. U.S. suppliers furnished 58% of imports in these categories in fiscal 1969-70.

Prior to making its recommendations, the Tariff Board conducts a thorough investigation of the industry and then holds public hearings on the case. Interested foreign suppliers or their representatives in Australia may submit evidence to support their case to the Tariff Board.

Information on the inquiry may be obtained from the Secretary of the Tariff Board, Kings Ave., Canberra, A.S.T. 2600, Australia. General information on Tariff Board procedures is also available from the Far East Division, BIC-892, U.S. Department of Commerce, Washington, D.C. 20230.

Ghana: The Government has published its annual *General Guide to Importers*, which contains import licensing procedures in effect for the calendar year 1972. Included in this Guide are lists of commodities which may be imported into Ghana under open general license, commodities for which a specific import license is necessary for importation, and goods which are on the restricted and banned lists. Also included is general information related to applying for the various types of licenses and licensing requirements for such items as trade samples, household effects, gifts, periodicals, and similar items.

In addition, the Ghanaian Government has published the revised (as of Sept. 10) list of goods subject to the temporary Import Surcharge. This list supersedes the original list published in September 1970. The list of items subject to the surcharge when imported under Open General License has been significantly increased.

Interested U.S. businessmen may obtain copies of either or both of these publications by writing the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2436).

Thailand: The Thai Department of Customs announced on Sept. 3 a reduction to 10 percent of the former rates for import duties on raw materials used in manufacturing products for export. Thai manufacturers wishing to take advantage of this duty reduction must notify the Customs Department prior to importing the raw materials, and must comply with other specified procedures and regulations. At present only the Thai manufacturer is eligible to apply for the duty reduction and application must be made for each shipment. In the past, a cumbersome, time-consuming system of drawback equivalent to seven-eighths of the duty paid was available to exporters of manufactured products.

Greece: The Government has released, through publication in the *Government Gazette* (Folio #677, Vol. II, Aug. 24), a codification of the revised regulations relating to the requirements which must be fulfilled by food substances and products and beverages introduced on the market for consumption. These regulations, as codified, constitute Part I of the so-called "Code of Food, Beverages and Articles of Common Use" and are directed toward promoting purity, standard potency, uniform packing and truthful and informative labeling of foods and consumer products in general. Compilation of the Code has been under the overall supervision of the State Chemical Laboratory of the Ministry of Finance.

Sierra Leone: The Government has announced, in Government Notice No. 761 of Aug. 6, that, effective Nov. 1, certain categories of foodstuffs may be imported only by the National Trading Company. The commodities affected are: corned meat in airtight container; milk and cream, including buttermilk, skim milk, and whey, evaporated or condensed, sweetened or unsweetened; sardines, excluding pilchards; fresh onions and garlic; tomato puree, paste, and concentrates; baked beans; refined beet and cane sugar; coffee extracts, essences, and similar preparations containing coffee; tea and mate; peanut oil, olive oil, soybean oil, cottonseed oil, sunflower seed oil, rapeseed oil, colza oil, mustard seed oil, and other vegetable oils.

Egypt: Work begins this month on the $280 million Suez-Mediterranean (SUMED) pipeline, designed ultimately to pass one-third of Europe's crude oil requirements 205 miles from Suez to Alexandria. The initial capacity of 80 million tons per year already has been subscribed—some 32 months before the first operating configuration is to be completed. Capacity of the twin 42-inch pipeline will later be boosted to 120, and then 200 million tons by additional pumping stations.

A large portion of the materials and construction will be furnished from European nations financing SUMED with supplier credits. Opportunities for U.S. exporters will be principally in supplying equipment to subcontractors, a number of whom are expected to undertake their own procurement. Orders for the pipe are reported to have been divided among French, Italian, German and Japanese suppliers. Firms participating in other aspects are:

Tanker berths: Industrieele Handelscombinatie Holland NV (IHC) of Rotterdam to design, construct, and install eight single bouy mooring points (SBM systems) for tankers up to 250,000 d.w.t. Three will be built at Suez and five at Alexandria over 2½ years at a cost of $18.6 million.

Sea lines: Montubi SPA, Saipem SPA, and Micoperi SPA, all of Milan, to install the 25 miles of sea lines required.

Terminal installations: Arab Contractors Co. and the El-Nasr General Contracting Co., both of Cairo, will prepare most of the terminal facilities at Suez and Alexandria.

Other: The Italian firm TLP SPA will work on the pipeline in a joint venture with two as yet unidentified European partners.

For further information contact the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

Direct Investment Total Overseas Had Marked Rise

Value of U.S. direct investments abroad increased by $7.1 billion in 1970 to $78.1 billion, the Commerce Department's Office of Business Economics has announced.

This yearly increase in investment, largest on record, resulted from net capital outflows of $4.4 billion, substantially higher than in 1969, and reinvested earnings of $2.9 billion. Valuation adjustments resulted in a net reduction in investments of $0.2 billion.

The net identifiable flow of funds for direct investments and other associated transactions by U.S. corporations was favorable by $6.1 billion in 1970, $0.4 billion more than in 1969. This net flow is not, however, a full measure of the balance of payments impact of direct investment and associated transactions. The impact of direct investments on a number of major items, such as exports and imports of goods, is not identifiable.

The $7.1 billion increase in the investment position, as well as the $0.3 billion increase in other corporate claims on foreigners, had an adverse influence on the net flow. Increases in assets are minus in the balance of payments.

These flows, however, were more than offset by the following favorable factors. Borrowing abroad by U.S. corporations totaled $2.9 billion in 1970 (including $0.8 billion of new Eurobond issues), up substantially from 1969. The return on direct investments in the form of earnings (adjusted) rose to $8.9 billion in 1970. Of that total, $6.0 billion was paid (or credited) to owners in the form of interest, dividends, and branch earnings while the remainder was reinvested abroad thereby financing part of the increase in the direct investment position. Direct investment royalties and fees, also a form of income returned to owners, rose to a total of $1.9 billion for the year.

Approximately three fourths of the total increase in direct investment took place in the developed countries, with manufacturing affiliates receiving the major share. Direct investment outflows in 1970 were substantially larger than in 1969 for most areas and industries, while additions to investment through reinvested earnings rose only slightly.

Reinvested earnings of manufacturing affiliates decreased, as earnings were held down by a widespread economic slowdown, particularly in developed countries, but income paid out (or credited) to U.S. owners from earnings in the form of interest, dividends, and branch earnings grew. Petroleum affiliates, on the other hand, recorded a $0.5 billion increase in reinvested earnings; earnings rose by about that amount and income showed little change.

Full details are given in the October issue of the *Survey of Current Business*, the monthly magazine of the Office of Business Economics.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. Details on licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, and appoint agents, and on major construction and expansion projects and U.S. visits by foreign buyers are presented in this section.

Licensing, Investment Abroad

2834—AUSTRIA—License to manufacture newly-developed **intravenous solutions.** Firm produces chemical-pharmaceutical specialties of all kinds; specializes in intravenous solutions. Would consider cross-licensing agreement. Dr. Wilhelm Flush, Leopold & Co., Koeroesistrasse 48, A-8020 Graz, Austria. WTD. P-71193

2834—ISRAEL—Licenses to manufacture **pharmaceuticals,** specifically antidiarrhea, headache, cough and nasal preparations. Finished products could be in form of tablets, syrups, or drops. Firm will consider purchasing raw materials for compounding in Israel. Currently manufactures and markets medical supplies and pharmaceuticals. Employs 80. Mr. Daniel A. Elly, "Sam-On" Ltd., Pharmaceutical and Chemical Laboratories, 25 Haavoda St., P.O. Box 1814, Tel Aviv, Israel. WTD. P-71639

2834—VENEZUELA—License to manufacture **unique patented pharmaceutical preparations.** Pharmaceutical firm seeks technical know-how and basic pharmaceuticals for production on a royalty basis. Lic Jorge MASSA Dustou, Director Comercial-Adjunto, Laboratories Leti, S. A., Apartado 1722, Caracas, Venezuela. WTD. P-71221

3079—AUSTRIA—Licenses to manufacture **plastic products.** Interests include **fittings, valves and pumps for plastic pipe systems, bathtubs, structural forms, baseboards** and other products. Market domestically and in Eastern Europe. Firm is building new plant. Denso-Chemie Ges.m.b.H. & Co. K.G., Wollzeile 9, A-1010 Vienna, Austria. WTD. P-71627

3079, 3292—JAPAN—License to produce **roofing tiles and shingle tiles.** Light (3.3 m^2/70 kg or less), non-flammable types are of particular interest. Firm currently makes plastic molding compounds and film, laminates, resins and adhesives. Employs 3,500; reports annual sales of $58 million. Sumitomo Bakelite Co., 495 Akiba-cho, Totsuka-ku, Yokohama, Japan. WTD. P-71637

3300, 3400—GERMANY—Licenses for expansion of existing non-ferrous metal processing operation to cover **aluminum semi-fabricated products.** Company established in 1885, has 2,662 employees and annual sales of DM 233 million. Busch Jaeger, Duerener Metallwerke AG, 35 Gartenstr., 588 Luedenscheid, Germany. WTD. P-71634

3471—AUSTRIA—Manufacturing rights for **chemical and electrochemical processes used in treating metals.** Firm produces paint, distributes paint-spraying equipment. Also interested in marketing **pneumatic, process control, and pollution control equipment.** Sales territory covers Austria, EFTA countries, and Eastern Europe. Herberts Ges.m.b.H. & Co. K.G., Attemsgasse 11, A-1222 Vienna, Austria. WTD. P-71635

3531, 3532—AUSTRALIA—Licenses to manufacture **earth moving equipment, construction machinery, and open cut and underground mining equipment.** Also interested in carrying out **finishing and assembling operations.** Firm specializes in fabrication of structural steel framework, also produces pumps, special purpose machinery. Markets in Australia, New Zealand, and South Africa. Improved Constructions Pty. Ltd., Woodville Rd., Villawood, Sydney, Australia. WTD. P-71629

3531, 3569 — MEXICO — Manufacturing rights for **processing and packaging equipment for the chemical, food and pharmaceutical industries.** Also interested in joint venture to produce **construction and building materials handling equipment.** Presently provides maintenance services in these fields. Product line includes steel structures, gratings, elevators and conveying systems. EQUIPOS Nacionales, S. A., Lago Gran Oso No. 213, Col. Anahuac, Mexico, D.P. WTD. P-71628

3550—AUSTRALIA—Licenses to manufacture **special purpose machinery for the plastics, agricultural and wine industries.** Also wants to produce **machines for packing and filling** powders, pills, and liquids. Contact: D. B. Symons, Managing Director, Barton Structural Engineers Pty. Ltd., 260 Main North East Rd.. Klemzig, South Australia 5087. WTD. P-71632

3551, 3559—AUSTRIA—Large, well-established firm seeks licenses and/or agency agreements on new **processes and production methods for the fermentation, food processing, beverage and pharmaceutical industries.** Firm specializes in development and planning of production facilities for fermentation, food processing, and chemical industries. Also acts as agent for German manufacturers of flow meters and industrial filters. Vogelbusch Ges.m.b.H., Mautner Markhofgasse 40, A-1110 Vienna, Austria. WTD. P-71640

3573, 3600, 3800—SWITZERLAND—Licenses, joint ventures, cross licensing arrangements, exchange of technical know-how sought by established producer to manufacture **incremental magnetic tape recorders, industrial controls, industrial process instruments and hostile environment safety appliances.** New developments in field of **flood-lighting of monuments** and huge exterior surfaces also of interest. Firm's main product lines are electronic and industrial controls, outdoor lighting and personal safety appliances. Geneva-based firm has subsidiaries in West Germany, Canada and the United States. Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-71633

3585—ITALY—Manufacturer of refrigerated counters, cabinets, wall boxes and shelves for supermarkets and stores seeks licenses for new **refrigeration display and storage units** with cooling capacity to —20°C. Sells items in Italy and other European countries; offering royalties or 50% equity participation. Established in 1961 and employs 89. Frizerga S.p.A, Via Cal Trevisana, Vacil di Treviso (Treviso), Italy. WTD. P-71645

3599, 3694 — THAILAND — Licenses to manufacture **automotive air and oil filters, spark plugs and maintenance equipment.** Firm currently fabricates LPG tanks under American license. Plans to apply for industrial promotion privileges, establish three new plants. Maintenance equipment interests include wrenches, hammers and related products. Initially, most raw materials will be imported. Cost of machinery for each plant estimated at around $500,000. Mr. Ladplie Sindusopon, Managing Director, Pressure Container Industry Corp., Ltd., 79 Chueplerng Rd., Chongnonsee, P.O. Box 628, Bangkok, Thailand. Further details of this proposal are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-71630

3600 — ENGLAND — Contract manufacturing of **all types of electronic subassemblies** sought by major manufacturer with long and extensive experience in the industry. Firm maintains large wiring systems, mechanical products and sheet metal divisions employing 1,200. Has annual turnover of more than $20 million. Mr. J. I. G. Owen, Plessey Co. Ltd., Kembrey Street, Swindon, Wiltshire, England. WTD. P-71631

3622, 3643—FRANCE—Producer of electric home appliances seeks licenses to manufacture **industrial electric equipment** for high and low voltage applications, including connectors and accessories for electrical lines and terminals;

safety and control devices for electrical installations; and connectors and tools for working on live wires. Primary interest is in highly sophisticated products or those which utilize new technology. Firm has annual sales around $800,000 and employs 60. Write: Jacques Salomon, President and General Manager, CEGERS S.A., 145 Ave. Parmentier, Paris 10, France. WTD. P-71643

3631—PORTUGAL—Leading manufacturer of **gas ranges, stoves and room heaters** seeks joint venture. U.S. firm offered majority control. Portuguese company does own enameling work; maintains storage, distribution, and service facilities. Is expanding overseas operations. Further details available from firm's consultants, Consultalusa, Avenida Duque de Loule 46-2°-E, Lisbon, Portugal. Copies of the firm's product brochures (in Portuguese) are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-71605.

3679—ENGLAND—Producer of **steel laminations and laminated cores** for the electrical, electronic, and aircraft instrument industries seeks licenses for similar products. Plant has modern, high speed blanking presses, annealing facilities, well-equipped toolroom and laboratory. Employs over 400. George L. Scott & Co. Ltd., Cromwell Rd., Ellesmere Port, Chesire L65 4 DT, England. WTD. P-71636

3714—PAKISTAN—License sought to manufacture **automotive shock absorbers** by recently reorganized firm experienced in field. Plans call for expansion of production to 150,000 units per year, with importation of parts from licensor for up to 80,000 units for local assembly in first year, lesser amount second year, and bulk of components manufactured in Pakistan by third year. Firm prefers licensing arrangement with experienced U.S. shock absorber producer qualified to contribute technical know-how, advice on acquisition of specialized machinery for shock absorber assembly and manufacture, and supply shock absorber components for planned assembly goals. Mutually satisfactory royalty or licensee fee is proposed as basis for agreement. Syed Industries Ltd., Kat Lakhpat, Lahore, Pakistan. P-71457

3822—ARGENTINA—Auto parts manufacturer seeks license to make **automatic thermocouples** for use in gas-fired thermo-tanks or boilers. Monthly consumption estimated at 3,000-4,000 units. Simonetti S. A., Lazcano 6548, Buenos Aires, Argentina. WTD. P-71641

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number assigned each opportunity listed below.

2952—NETHERLANDS—An established Netherlands company offers a patented **high build epoxy coal tar coating** to an American firm capable of handling nation-wide sales on a manufacturing license basis. The epoxy tar is said to have labor saving and maintenance reducing qualities as well as chemical and temperature resisting properties. One coating affords a 1000-micron film thickness and has high abrasive and seawater resistance. The product is especially suited to heavy duty protection for concrete and steel structures under water. **File 2099**

3069—ENGLAND—An English manufacturer of life rafts and buoyancy aids has a **newly invented life jacket** he wishes to have made and sold in the U.S. under a manufacturing license. It is claimed the invention, unlike conventional jackets with one air space, has two, each separately inflatable and automatic in action, thus producing a double safety margin. **File 2100**

3433—NETHERLANDS—A well-established Netherlands manufacturer and exporter wishes to locate a U.S. firm to make its products. The product line includes automatic incubator tray loaders, egg washers, rotary and straight loaders, peak absorbers, candling equipment, graders, packers, egg breakers and separators, and similar items. A dairy or packing equipment manufacturer on the West Coast or South East area would be preferred. **File 2101**

3537—NETHERLANDS—An established Netherlands company that specializes in **bulk storage and material handling equipment, pneumatic and conveying systems for powdered and granulated materials,** offers a U.S. firm manufacturing licenses for several of their products: a) an automatic bagslitting and tipping unit; b) a shrink wrap tunnel for skintight packing of palletized boxes or sacks; c) a ceiling suspension system of oscillating or sliding type for pipes, ducts, ceilings suspension and other applications. **File 2102**

3491—FRANCE—An experienced French firm manufacturing and selling packaging for **irradiated fuel elements in nuclear reactors,** is seeking an American firm interested in the manufacture of these packagings under license in the U.S. The packaging of L.W.R. and fast reactor fuels for transportation has been their specialty. **File 2103**

3662—SWITZERLAND—A Swiss firm offers three main products for U.S. manufacture under license. 1) **electronic and industrial controls** that include photo electric punched tape readers, incremental magnetic tape recorders and equipment, and industrial process instruments; 2) **outdoor lighting equipment**; 3) **personal safety appliances** (irradiation protection materials and equipment). **File 2104**

FRANCE—The French Government has given final administrative approval for a project to build an **ethylene pipeline linking major petrochemical complexes** in the Lyon area with facilities near the Mediterranean coast. The "ethylenoduct" will provide French end-users of ethylene in both areas a more dependable supply of the product. The administration has granted all necessary authorizations to start construction of this important project which will connect petrochemical units located in the Mediterranean area with those of the Lyon area. Sopargil & Cie (Transalpes) will be responsible for the project. It will be 146 kilometers long and will transport 200,000 tons of ethylene per year from Saint Auban to Pont-de-Claix. Societe Sopargil & Cie (Transalpes) has offices located at 79 rue de Miromesnil, Paris 8.

THAILAND—The Government of Thailand is exploring the feasibility of building a **deep water port on the Island of Phuket,** about 570 miles southwest of Bangkok. The Thai Government is conducting this feasibility survey with assistance from the British Government. If the results turn out favorably, the Harbor Department may then initiate the planning, design, and construction of the project. If and when a positive decision is made, it is understood that a source of financing from abroad will be sought and consulting engineers hired. A team of British engineers was expected during the middle of October to start a second phase survey jointly with the Harbor Department. This study is expected to be completed in about four months and should help determine whether or not a deep water port will be built at Phuket. American engineering firms interested in learning more about this project may write to: Senior Lt. Bancha Punyabukkana, Secretary to the Director General, Harbor Dept., Yotha Rd., Talad Noi, Bangkok, Thailand.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firm's products in the U.S. described under "Licensing In U.S.", write Commerce's Office of International Investment, BIC-874, or call 202-967-2248 referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Details On UNIDO Projects Available To U.S. Firms

Detailed information on Asian and African countries and investment projects discussed at the Nov. 3-11 Singapore investment conference and to be discussed at Nov. 24-Dec. 1 conference in Abidjan sponsored by the United Nations Industrial Development Organization (UNIDO) is now available. Copies of country information sheets, project lists and individual project sheets may be obtained from UNIDO's New York Liaison Office, United Nations Headquarters, New York, N.Y. 10017.

In addition to project descriptions published in earlier issues of *Commerce Today* (Oct. 18, p. 56), the following brief descriptions provide an indication of the tremendous scope of the UNIDO effort, which covers over 400 projects and 35 countries. In addition to equity capital, machinery and technical know-how, these countries seek supplier's credits, loans, or other arrangements necessary to carry out project proposals.

Projects described below include addresses of promoting organizations for each project. Proposals listing UNIDO project numbers (CHA-14-71, etc.) are only available through the UNIDO Liaison Office listed above, but limited copies of proposals identified by "P" numbers (such as, P-71466) are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. In addition to "P" numbers, indicate country and commodity involved.

0192—TANZANIA—Plant for **processing wheat, maize, soya beans, rice, sunflower seeds, sorghum, millet, and other vegetable seeds.** Plant capacity about one ton per hour. Estimated investment at $420,000. National Agricultural and Food Corp., P.O. Box 903, Dar-es-Salaam, Tanzania. P-71504

0729—KENYA—Establishment of four **feed lots.** Foreign equity participation estimated between $200,000-$300,000. National cattle population presently 9.5 million head. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. Ken-26-71

1311 — RWANDA — Equity, know-how, management, and marketing participation in **methane gas extraction plant.** Depths of Lake Kivu contain methane gas kept in solution by hydrostatic pressure. Pilot tapping station fueling brewery since 1962. Expansion project calls for 30 million cubic meters per year. Total investment estimated at $900,000. Mixed company with Rwanda Development Bank proposed. State Secretariat for the National Development Plan, B.P. 46, Kigali, Rwanda. P-71505

1511—RWANDA—Construction of **thermal power station** to be fueled by local peat. Estimated cost up to $1 million. Foreign firm's participation subject to negotiation. State Secretariat for the National Development Plan, B.P. 46, Kigali, Rwanda. P-71506

2026—PHILIPPINES—Dairy farm and dairy plant. Total investment $292,000. Seeking loans and supplier's credit. Board of Investment, 6805 Ayala Ave., Makati, Rizal, Philippines. PHI-11-71

2030—IRAN—Washing, grading, packing **fresh dates** and manufacture of **pasteurized lime juice.** Government-supported incentives. Capacity: dates, 1,000 tons per year; limes, 2,000 tons per year. Domestic production estimated at 300,000 tons of dates per year and 60,000 tons of lime juice. Much exported. Market and feasibility studies completed. Promotion Dept., Industrial Credit Bank of Iran, Tehran, Iran. P-71507

2030—INDONESIA—Propose expanding existing **food cannery** to produce 300,000 bottles or cans of jam, peanut butter, fruits, fish, pickles, sauces, and palm sugar per month. Raw materials available, with exception of chemical and tinplate which must be imported. Canner will provide $125,000 of total investment of $770,000. Feasibility study and Government incentives available. P. T. Pido Trading Co., Kjalan Garuda 36, Djakarta, Indonesia. P-71508

2030—IRAN—Produce **ketchup, sauces, tomato preserves, canned meats, dry frozen vegetables, and diet foods.** Raw materials, labor available. Technical assistance sought of foreign participant. Patrico Co. Ltd., P.O. Box 12-1545, Tehran, Iran. P-71509

2032, 2033—NIGER—Tomato and meat cannery with capacity of 700 tons annually. Investors to provide management and technical know-how and share in capital investment of $688,000. Commission-General for Development, Niamey, Republic of Niger. P-71510

2033—MOROCCO—Produce **pellets and powders from fresh vegetables,** primarily for export. Use local raw materials, operate on year-round basis. Foreign participant to contribute capital, technical assistance, marketing. Bureau d'Etudes Interministeriel, Rabat, Morocco. P-71511

2033—MOROCCO — Asparagus cannery with capacity of 600 tons annually. Raw materials and power sources available. Investor to share in capital investment of $420,000 and provide license, management, and assist in marketing. Market and feasibility studies available. Banque Nationale pour le Developpement Economique, B.P. 407, Rabat, Morocco. P-71512

2033—SIERRA LEONE—Plant for **canning fruits and vegetables and bottling fruit juice.** Total investment of $480,000. Mangos, pineapples, oranges, grapefruit, and related items are available. Fruit juices heavily imported at present. Ministry of Trade and Industry, Freetown, Sierra Leone. P-71513

2033—THAILAND—Cultivation and canning of **pineapples, mushrooms, and asparagus** for export. Increase current capacity from 900,000 cases to 1.8 million annually. Technical know-how and $500,000 equity participation sought. Owns 4,000 acre plantation. Vanich Booyarat, Managing Director, The Thai Fruit Canning Corp., Ltd., 103-107 Trai Mitr Rd., Bangkok, Thailand. P-71514

2034 — MALAYSIA — Establish **cashew nut processing** plant. Tax incentives. Capacity 750 tons kernels and 165 tons shell liquid per annum. Johore State Economic Development Corp., First Floor, A.I.A. Building, Johore Bahru, West Malaysia. MAL-12-71

2034—PHILIPPINES—Plant for processing **banana powder.** Seeking license, loan or supplier's credit. Board of Investments, 6805 Ayala Ave., Makati, Rizal, Philippines. PHI-10-71

2034—RWANDA—Production of **dehydrated vegetables.** Total investment $700,000; offers majority participation. State Secretariat for the National Development Plan, B.P. 46, Kigali, Rwanda. RWA-08-70+

2034—IRAN—Modernization and expansion of **dehydrated vegetables and soups** plant. Total investment of $1.05 million. Piaza Onion and Vegetable Dehydration Co., 122 North Kakh Ave., Tehran, Iran. P-71515

2036—GHANA—Plant for **fish processing.** Total catch from 1967-69 averaged 120,000 tons annually. Imports at 18,000 tons annually. There are two unfinished Government-owned fish processing plants in country. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71516

2036 — PHILIPPINES — Packing and freezing of **shrimp.** Investors supply management and marketing. Total investment $285,000. Board of Investments, 66805 Ayala Ave., Makati, Rizal, Philippines. PHI-12-71

2036—TAIWAN—Expansion of **frozen food processing** plant. Seeking equity participation and/or loan/supplier's credit. Total investment of $2,750,000. M.C.Y. Tsao, Tia Fong Ind. Corp., P.O. Box 828, Taipei, Taiwan. P-71517

2041—MOROCCO—Produce instant **dietetic flour** in flake form, enriched to meet local needs. Capacity of 1,500 tons annually. Cost of project $775,000. Foreign firm would provide capital, know-how. Banque Nationale pour le Developpement Economique (BNDE), B.P. 407, Rabat, Morocco. P-71545

2042—SUDAN—Plant for **animal fodder** in powder or pellet form. Total investment estimated at $700,000. Plant capacity set at 36,000 tons per year. Raw materials, vegetable oil, wheat bran available. Feasibility study completed. Industrial Bank of Sudan, P.O. Box 1722, Khartoum, Sudan. P-71518

2042—LIBYA—Plant for **animal feed** manufacture with capacity of five tons per hour. Total investment estimated at $2,074,400. Imported machinery and equipment exempt from taxes. National General Organization for Industrialization, P.O. Box 4388, Tripoli, Libyan Arab Republic. P-71519

2042—SUDAN—Animal feed mill with 340,000-ton annual capacity. Export 100,000 tons to other African nations. Seeks $714,000 long-term loan. Ministry of Animal Resources, Khartoum, Sudan. P-71520

2046—CONGO—Project for **cassava plantation and plant** for processing roots into dried chips with capacity of 13,000-15,000 tons annually. Investors to be responsible for marketing and share in management. Coordination General des Services de Planification (General Coordinating Office for Planning Services),

B.P. 64, Brazzaville, People's Republic of the Congo. P-71521

2046—GHANA—Produce **cassava pellets** for animal feed. Initial capacity of 70,000 tons annually. Total investment set at $200,000. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71522

2046—INDONESIA—Tapioca flour and starch mill. Require loan or supplier's credit of $195,000. Government-supported incentives. P. T. Bintraco Dharma; Semarang, Java, Indonesia. INS-02-71.

2046—MALAYSIA—Manufacture **tapioca chips and pellets.** Export to European market. Seeks capital, technology, marketing expertise. Total cost $800,000. Preliminary report available. Perak State Development Corp., P.O. Box 217, Jalan Kelab, Ipoh, Perak, Malaysia. P-71523

2046 — MALAYSIA — Establishment of **tapioca processing plant.** Final products, starch and starch meal, to be exported. Government priority supported by incentives. Kelantan State Economic Development Corp., Kelantan, Malaysia. MAL-02-71

2046—MALAYSIA—Tapioca starch and pellets plant. Seeking loan, know-how, marketing, and management from foreign participant. Sabah Tapioca Milling Sdn. Bhd., First Floor, Great Eastern Life Bldg., Gaya St., P.O. Box 1577, Kota Kinabalue, Sabah, East Malaysia. P-71525

2046—MALAYSIA—Plant to produce **tapioca flour, chips and pellets.** Seeking production and marketing know-how. Capacity for 240 tons of tapioca roots daily. Total investment of $1.7 million. Project and market reports available. State Economic Development Corp., Trengganu, West Malaysia. P-71526

2046—MALAYSIA—Plant to manufacture **tapioca chips and pellets** with capacity of 12,000 tons annually for export. Requires $250,000 equity and $200,000 supplier's credit. Technical know-how, management, and marketing also needed. Kelantan State Economic Development Corp., Bangunan Perbadanan, Jalan Maju, Kota Bharu, Kelantan, Malaysia. P-71527

2046—WEST PAKISTAN—Manufacture of **starch and allied products** from maize. $630,000 investment in loans or supplier credits. Pakistan Industrial Credit and Investment Corp. Ltd., Karachi, Pakistan. PAK-01-71.

2051—KENYA—Plant for making **milk biscuits.** Not currently manufactured in Africa. Milk, wheat, cane sugar, and soybeans available in Kenya. Dairy industry production at 250 million liters annually. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71546

2060 — MALAYSIA — Establish **sugar cane plantation and refinery.** Sugar currently imported. Invite $1 million equity and suppliers credit of $9 million. Government priority supported by incentives. Kelantan State Economic Development Corp., Bangunan Perbadanan, Jalan Maju, Kota Bharu, Malaysia. P-71528

2061—MALAYSIA—Sugar cane complex, including a 35,800 acre sugar cane plantation and construction of 2,500-ton per day cane crushing and refining mill. Foreign participation invited in $3.5 million loan capital and suppliers' credit of $4.6 million. Sugar presently imported. Labor, raw materials, infrastructure, and utilities all available. Investment tax credits available. Ismail Noor, Secretary State Development Corp., Neger: Sembilan, Seremban, Malaysia. MAL-13-17

2061 — TANZANIA — Produce **refined sugar** for domestic market. Proposed capacity 40,000 tons annually. Total cost estimated at $14 million. National Agricultural and Food Corp., P.O. Box 903, Dar-es-Salaam, Tanzania. P-71544

2080—IRAN—Processing **apple juice and cider,** alcoholic and non-alcoholic. Investment of $1 million needed. Plant capacity at 1,250 cubic meters annually. Government-supported incentives and feasibility report. Industrial Credit Bank of Iran, Promotion Dept., Tehran, Iran. P-71529

2082—TUNISIA—Brewery with annual capacity of 100,000 hectolitres. Beer consumption in Tunisia increased 100% between 1962 and 1968. One brewery in country. The Ministry of the National Economy, Tunis, Tunisia. TUN-13-71.

2082—CONGO—Brewery with capacity of 30,000 hectoliters. Estimated investment $950,000. Beer now imported. Maize and rice available. Malt and hops to be imported. Government-supported incentives. Raphael Akariko, B.P. 5336, Kinshasa, Democratic Republic of the Congo. P-71531

2082—BOTSWANA—Establish **brewery in combination with production of soft drinks.** Investment estimated at $2.4 million and production capacity for 50,000 hectolitres beer per year. Botswana Development Corp., Ltd., P.O. Box 438, Barborone, Botswana. P-71530

2090—CHAD—Cottonseed oil and peanut oil plants. Seeking capital participation, equipment, and financing. Haut-Commissariat Charge de Plan et des Aides Exterieures, B.P. 286, Fort Lamy, Chad. CHD-05-71

2090 — IRAN — Manufacture of **hydrogenated edible ghee and cottonseed cake.** Capacity at 10,000 tons of ghee annually. Ghee main cooking medium for population. Government-supported incentives and infrastructure available. Promotion Dept., Industrial Credit Bank of Iran, Tehran, Iran. P-71532

2091—SUDAN—Establish **oil mill** in Western Sudan with capacity for 7,000 tons cottonseed per year. Estimated investment $600,000. Feasibility and market study available. Industrial Bank of Sudan, P.O. Box 1722, Khartoum, Sudan. P-71533

2093 — PHILIPPINES — Manufacture **coconut oil and flour.** Seeking technical know-how and export market management. Total investment $1,225,000 in loans or supplier's credit. Board of Investments, 6805 Ayala Ave., Makati, Rizal, Philippines. PHI-09-71

2095—RWANDA—Instant coffee. $24 million total investment. Seeks foreign majority participation. State Secretariat for the National Development Plan, B.P. 46, Kigali, Rwanda. RWA-06-70+

2095—GHANA—Produce 150 tons of **instant coffee** annually. Cost of project about $480,000. Projected 1975 consumption 200 tons. Pre-feasibility study under preparation. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71534

2096—MOROCCO—Three plants to produce **olive oil** using pressure and "centri-olive" systems. Total investment of $350,000. Capacity of 1,500 tons per plant. Feasibility study and Government-supported incentives available. Banque Nationale pour le Developpement Economique, B.P. 407, Rabat, Morocco. P-71535

2098—THAILAND—Produce **mung and soya flour, high-protein noodles, chips, and baby foods.** Market in Southeast Asia. Cost $400,000. Applied Scientific Reasearch Corp. of Thailand, Bangkhen, Bangkok 9, Thailand. P-71536

2099 — GHANA — Produce 350 tons of **yeast** annually for domestic market. Total cost about $800,000. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71537

2099—GHANA—Produce **vinegar.** Currently dependent on imports. Estimated cost of project $80,000. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71538

2099 — MOROCCO — Produce **xylose, yeast, and humic fertilizers** from exhausted oil cake. Planned capacity 35,000 tons of olive oil cake annually. Cost of project $2.4 million. Government prepared to grant investment incentives. Banque National pour le Developpement Economique (BNDE), B.P. 407, Rabat, Morocco. P-71539

2099 — TANZANIA — Plant to produce **bakers' yeast.** Planned capacity 1,000 tons annually; total estimated investment is $509,600. Bread consumption increasing at 10% per year. Investment study available. Tanganyika Development Finance Co., Ltd., P.O. Box 2478, Dar-es-Salaam, Tanzania. P-71540

2099 — THAILAND — Manufacture of **tamrin cider concentrate** from tamarind fruit. Use as base for soft drinks, ice cream. Currently bottles soft drinks; needs capital. Applied Scientific Research Inst., Bangkhen, Bangkok 9, Thailand. P-71541

2099 — THAILAND — Produce **coconut milk.** Cost of project $500,000. Foreign firm would contribute equity, supplier's credit. Applied Scientific Research Corp. of Thailand. 196 Phahonyothin Rd., Bangkok 9, Thailand. P-71542

2111—EAST PAKISTAN—Expand **production of cigarettes** for export. Seeks capital, licenses. Incentives available. Haji Abdul Manna, Managing Director, Chandpur Tobacco Co. Ltd., c/o Purbasha Consultants, 21 Motijheel Commercial Area (second floor), Dacca, Pakistan. P-71547

2111—IRAN—Expand facilities to manufacture 20 to 40 million **cigarettes** a day. Estimated cost $30 million. Seeks $20 million from foreign participant. Market study available. Iranian Tobacco Co., 205 Iranshahr Ave., Tehran, Iran. P-71548

2111—TOGO—Produce 450 million **cigarettes** annually. Cost of project $1.1 million. Qualifies for investment incentives. Government of the Republic of Togo, Lome, Togo. P-71549

2211 — INDONESIA — Establish **integrated textile mill to produce woven material.** Total investment $5 million, with $3.45 million foreign capital. Government-supported incentives. Feasibility study. Mr. Asra, Padang, Sumatra, Indonesia. INS-12-71

2221 — INDONESIA — Establish **integrated textile mill** (spinning, weaving, bleaching, dyeing and finishing) to make polyester fabrics. Total investment $6.3 million. Seeks $2.9 million foreign loans.

Government-supported incentives. Feasibility and market study. Harlan Bekti, president, Harlan Bekti Corp., Djakarta, Indonesia. INS-08-71

2259—SIERRA LEONE—Plant for manufacture of **bags and sacks from kenaf** with capacity of four million bags and sacks per year. Estimated total investment of $720,000. Plentiful supply of raw material, Government investment incentives and strong domestic market. The Ministry of Trade and Industry, Freetown, Sierra Leone. P-71543

2281—KOREA—Plant for production of **nylon stretch yarn.** Foreign equity $170,000 and loan capital of $2.5 million. Projected capacity 2,520 metric tons per year. Tong Yang Nylon Co. Ltd., 65-1 Sokong-dong, Chung-ku, Seoul, Korea. KOR-01-71

2281—WEST PAKISTAN—Expansion of existing **cotton mill** with 12,400 spindles and 108 looms. To add 12,432 spindles and other machinery. Total investment $2.6 million. Seeks $1 million for machinery imports. Government-supported incentives. Muhammadi Textiles Mills Ltd., Hyderabad, Pakistan. PAK-15-71

2281 — IRAN — Viscose rayon filament plant with 5,000 tons capacity using imported pulp. Investor supply $2 million equity and $14 million suppliers credit. Industrial Credit Bank of Iran, Tehran, Iran. P-71626

2291—EAST PAKISTAN—First plant to manufacture **jute felt (from waste) and plastic coated jute fabric.** Current imports $500,000 although 60% of jute world output is from Pakistan. Investment estimated at $1 million, foreign participation set at $540,000. Infrastructure and incentives available. Mahmud Hossain, Managing Director, Kafiludin Bros. Ltd., c/o Purbasha Consultants, 21 Motijheel Commercial Area, Dacca 2, Pakistan. PAK-27-71

2292—WEST PAKISTAN—Manufacture **lace embroidery** from cotton or rayon. Seeking joint venture contribution toward $1.64 million investment. Teejay Corp. Ltd., P.O. Box 82, Lahore, Pakistan. PAK-33-71

2295—INDONESIA—Make **taralit artificial leather** from bark of tarok trees for shoe insoles. Seeks $1.2 million loan for machinery. Government-supported incentives. Feasibility study. Prof. H. Makmoen Soeleiman, c/o P. T. Pranusa, 12 A, Kil. St. Shahrir, Djakarta, Indonesia. INS-03-71

2299 — EAST PAKISTAN — Change of existing factory from twine to **jute backing cloth.** Need 50 broad looms, other machinery. Guaranteed loan or supplier's credit. Total investment $1.95 million. Hussain Jute Mills Ltd., 4 North Brook Hall Rd., Dacca 1, Pakistan. PAK-04-71

2299 — EAST PAKISTAN — Expansion **hessian cloth** plant. $1 million suppliers credit. Anowara Jute Mill Ltd., Barabkunda, Chittagong, Pakistan. PAK-03-71

2300—EAST PAKISTAN—Manufacture **garments** from gray cloth. Investment $1.5 million. Seeks equity, loans and know-how. M. D. Hossain, Hossain Textile Mills, c/o Purbasha Consultants, 21 Motijheel Commercial Area, Dacca 2, Pakistan. PAK-22-71

2311—LIBYA—Plant for production of **ready-to-wear uniforms.** Estimated cost $2 million for capacity of 200,000 uniforms per year for domestic market now imported. The National General Organization for Industrialization, P.O. Box 4388, Tripoli, Libyan Arab Republic. P-71550

2321 — MOROCCO — Shirt factory with capacity of 4,000 shirts per day. Investor to furnish management and marketing outlets with equity investment of $510,000. Ministere du Commerce de l'Industrie des Mines et de la Marine Marchande, Rabat, Morocco. P-71551

2400 — MALAYSIA — Integrated timber project. Manufacture plywood, particle board, moldings, prefabricated components. Hardwoods available. Total cost $6.4 million. Johore State Economic Development Corp., first floor, A.I.A. Building, Johore Bahru, Malaysia. P-71552

2421 — TANZANIA — Establish **three sawmills** for softwood lumber export. Labor, raw materials available near sites. Total cost $765,000. Tanzania Wood Industry Corp., P.O. Box 9160, Dar-es-Salaam, Tanzania. P-71553

2426—TANZANIA—Project to establish **parquet flooring plant.** Produce 1.5 million sq. ft. of mosaic parquet tiles annually; principally for export. Labor and raw materials available; feasibility study completed. Total cost of project estimated at $300,000. Tanzania Wood Industry Corp., P.O. Box 9160, Dar-es-Salaam, Tanzania. P-71554

2432—KENYA—Establish **plywood plant** with annual capacity of 15 million sq. ft. Seeks capital, technical know-how. Cost $1 million. Feasibility study available. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71555

2433, 3449—SINGAPORE—Plant producing **metal and wood prefabricated structures** seeks foreign marketing partner to expand export sales to $500,000 annually. Modern plant, established 1966, using local materials. Domestic sales $800,000 American International Industries (Pty.) Ltd., 57/59 Kallang Rd., Singapore 8, Singapore. P-71556

2499—TAIWAN—Manufacture **molded wood pallets** from wood waste. Use in palletized transportation operations. Raw materials available. Cost $3.7 million. Taiwan Ta Shu Shan Forestry Corp., c/o Industrial Development and Investment Center, 71 Nanking E. Road, Sect. 2, Taipei, Taiwan, Republic of China. P-71578

2499—CHAD—Produce **particle board** from papyrus in Lake Chad. Annual capacity about 1,500 tons. Investment incentives offered. Cost estimated at $550,000. High Commission for the Plan and External Assistance, B.P. 286, Fort Lamy, Republic of Chad. CHD-02-71

2500 — TAIWAN — Establish plant for **wood furniture** in knockdown form for export. Import materials. Eligible for investment incentives. Total cost $1 million. Industrial Development and Investment Center (IDICO), third floor, 71 Nanking E. Road, Sect. 2, Taipei, Taiwan. P-71561

2511—SINGAPORE—License to manufacture **wood furniture and cabinets for television sets and radios.** Primarily for export. Local firm seeks to expand production. Raw materials available. Roxy Electric Industries (S) Pte. Ltd., 483 Tanglin Halt Rd., Singapore 3, Singapore. SIN-03-71

2511—KENYA—Joint venture to manufacture **hardwood furniture components.** Export to overseas furniture plants for assembly. Local producer seeks capital and technical assistance. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. KEN-19-71

2531—SINGAPORE—Joint venture to manufacture **furniture.** Presently produces furniture, distributes interior decorating materials. Needs capital, technical assistance. Luke C. Yong, President, Henry and Co. Ltd., Henry's Building, 68 Orange Grove Rd., Singapore. SIN-04-71

2600—CONGO—Establish integrated **paper plant.** Manufacture **corrugated and solid cartons and kraft paper bags.** Investment incentives. Estimated cost $11 million. General Office for Planning Services, B.P. 64, Brazzaville, People's Republic of the Congo. P-71557

2611—NEPAL—Integrated **pulp and paper mill.** Produce writing and printing paper using local raw materials—rice straw and bamboo. Fifty tons per day capacity. Investment incentives available. Nepal Industrial Development Corp., Kathmandu, Nepal. NEP-03-71

2611 — INDONESIA — Manufacture 45,000 tons unbleached **kraft pulp** annually for domestic and export markets. Raw materials available locally. Seeks capital, technical know-how. P. T. Konsultasi Pembangunan (Development Consult Inc., P.T.), Djakarta, Indonesia. INS-04-71

2611—THAILAND—Establish **kraft pulp mill.** Produce 150 tons bleached and unbleached pulp per day from bamboo and bagasse. Supply primarily domestic market. Raw materials, labor available. Cost of project estimated at $16 million. The Foreign Products Co. Ltd., Suan Luang Kamai, Soi On-noch Prakonong, Bangkok, Thailand. THA-05-71

2611—CONGO—Establish **paper pulp mill.** Initially produce 250,000 tons bleached kraft from eucalyptus for world market. Employ 600. Cost set at $100 million. Foreign participant would provide substantial capital, management and marketing expertise. General Coordination Office for Planning Services, B.P. 64, Brazzaville, People's Republic of the Congo. P-71558

2621 — PHILIPPINES — Manufacture **newsprint and furfural alcohol** from abaca stalk. Proposed capacity is 80,000 tons of newsprint, 12,000 tons of furfural annually. Total cost $35 million. Seeks loan and supplier's credit. Gomez Cellulose International, Inc., Makati, Rizal (Manila), Philippines. PHI-02-71

2621 — PHILIPPINES — Manufacture **kraft paper, cardboard and newsprint** from bagasse for domestic market and export. Annual capacity 82,000 tons of newsprint, 75,000 tons of kraft paper and cardboard. Total cost $52 million. Jose L. L. Vasquez, San Antonio Agro-Industrial Development Corp., between 12th and 13th Sts., Bacolod City, Philippines. P-71559

2621—GHANA—Produce **kraft paper and paperboard.** Daily capacity 30 tons. Total cost $457,000. Seeks capital, technical assistance. George E. Amuah and Associates Ltd., P.O. Box 3220, Accra, Ghana. P-71560

2812—WEST PAKISTAN—Manufacture **soda ash and caustic soda.** Local raw materials. Cost approximately $17 million. Mian Mohammad Ayoob, P.O. Box 4928, Karachi 2, Pakistan. PAK-06-71

2812 — **INDONESIA** — Produce 40,000 tons **caustic soda** annually. Market domestically. Investment incentives available. Estimated cost $16 million. Directorate General of Chemical Industries, Ministry of Industries, Djakarta, Indonesia. INS-05-71

2813—**GHANA**—Plant to produce **dry ice**. Initial annual capacity 100 tons. Total cost $82,000. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71562

2814 — **SENEGAL** — Produce **synthetic tannin** and tannin extracted from herbs and vegetables. Annual capacity 2,000 tons. Total cost $125,000. Societe nationale d'etudes et de promotion industrielle (SONEPI), 4 rue Maunoury, B.P. 100, Dakar, Senegal. SEN-13-71

2818 — **INDONESIA** — Produce **formic acid and sodium sulphate.** Market served by imports. Investment incentives available. Cost estimated at $3.3 million. Directorate General of Chemical Industries, Djakarta, Djl. Kebon Sirih 31, Indonesia. INS-13-71

2818—**NEPAL**—Manufacture **ethyl alcohol** and other by-products through establishment of distillery. Annual capacity 300,000 gallons. Total investment estimated at $300,000; foreign investor would contribute $130,000 plus technical know-how. Investment incentives available. The Nepal Industrial Development Corp., Kathmandu, Nepal. NEP-02-71

2819, 3274—**GHANA**—Produce **lime and calcium carbide** from local raw materials. Technical know-how need for facility estimated to cost $750,000. Feasibility report available. Dr. Edward R. E. Williams, P.O. Box 5551, Accra. P-71563

2821 — **KENYA** — Manufacture **furfural** utilizing agricultural residues. Supply Middle East oil companies. Seeks foreign participant experienced in producing and marketing furfural. Estimated cost $1 million. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71564

2821 — **IRAN** — Manufacture **melamine; urea powders, urea, formaldehyde resins.** Primarily for domestic market. No current production. Total cost $6 million. Seeks capital, supplier's credit. Industrial Credit Bank of Iran, Promotion Dept., Tehran, Iran. P-71565

2824—**WEST PAKISTAN**—First plant manufacturing **di-acetate staple fibers** for cigarette filters and textiles. Existing factory produces di-acetate flakes. Foreign contribution of $375,000 required. Import substitution incentives, available raw material, labor, infrastructure and Government investment incentives. Kohinoor Rayon Ltd., 6 Egerton Rd., Lahore, Pakistan. PAK-30-71

2833—**WEST PAKISTAN**—Manufacture **guar gum and meal.** Capacity 3,500 tons of guar gum and 6,500 tons guar meal annually. Total investment $400,000. M. H. Dossa Ltd., Cotton Exchange, I. I. Chundrigar Rd., P.O. Box 5662, Karachi 2, Pakistan. PAK-10-71

2834 — **PHILIPPINES** — Produce and package such antibiotics as **tetracyclin, penicillin and streptomycin.** Project should qualify for investment incentives. Next step detailed feasibility study. Board of Investments, 6805 Ayala Ave., Makati, Rizal, Philippines. PHI-06-71

2833 — **EAST PAKISTAN** — Project to manufacture pure **alkaloid and alkaloidal extracts** from local plants, herbs. Mainly for export. Total investment set at $1.8 million. Foreign firm would contribute supplier's credit; provide know-how and marketing expertise. Chowdhury Chemical Industries, Industrial Area, Tejgoon, Dacca 8, Pakistan. PAK-05-71

2841—**CHAD**—Establish two **soap plants.** Combined annual capacity 4,500 tons annually. Estimated cost $1.2 million. Haut Commissariat Charge du Plan et des Aides Exterieures, B.P. 206, Fort Lamy, Chad. CHD-01-71

2841—**GHANA**—Plant to produce 5,000 tons of **bar laundry soap** annually. Initially, raw materials such as tallow and caustic soda would be imported. Cost of project $750,000. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71567

2841—**SUDAN**—Seeks establishment of facility for production of **distilled acids, glycerine and pitch** from tallow and soap stocks. Project calls for investment of $4 million. Investment incentives available. Plant would be located in Khartoum. Industrial Bank of Sudan, P.O. Box 1722, Khartoum, Sudan. P-71568

2841—**GHANA**—Project to manufacture **toilet and medicated soap, laundry and shaving soaps, soap flakes.** Planned capacity is approximately 750 tons annually. Initially, raw materials would be imported. Capital, technical assistance, management sought from foreign investor. Cost of project estimated at $684,000. J. K. Rockson, P.O. Box 3301, Accra, Ghana. P-71569

2851 — **GHANA** — Manufacture **lacquers and varnishes**, annual capacity 200,000 gallons. No local production, imports about 150,000 gallons annually. Total investment about $1.5 million. J. R. Erzuah, P.O. Box 113, Community 2, Tema, Ghana. P-71570

2871—**WEST PAKISTAN**—Manufacture **nitrophosphate and ammonium nitrate fertilizer.** Cost estimated at $74 million. Serve domestic market. Project proposed by local industrialists. Nazeer A. Shaikh, c/o Ismail Cement Industries Ltd., C + MG Building, 48 Shahrah-e-Quid-e-Azam, Lahore, Pakistan. PAK-07-71

2871—**RWANDA**—Establish **nitrogenous fertilizer plant.** Annual capacity 45,000 tons ammonium nitrate. Total cost $7.5 million. Foreign firm would provide capital, technical know-how. State Secretariat for the National Devel. Plan, P.O. Box 46, Kigali, Rwanda. P-71571

2871 — **KENYA** — Establishment of **fertilizer** industry. Preliminary study completed, additional survey underway. Final report available mid-1972. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71572

2871—**CONGO**—Proposes establishment of **nitrogenous fertilizer plant.** Output would serve domestic market, possible export potential. Initially would utilize imported ammonia, other raw materials available. Next step is feasibility study. Dept. for General Co-ordination of Planning Services, P.O. Box 64, Brazzaville, People's Republic of the Congo. P-71573

2899 — **PHILIPPINES** — Produce **salt** through solar evaporation of sea water. Also extract chemicals. Process 50,000 metric tons salt per year. Land, labor available. Need technical assistance. Mabuhay Vinly Corp., Suite 501, Madrigal Bldg., Ayala Ave., Makati, Rizal, Philippines. PHI-05-71

2899 — **TOGO** — Seeks experienced U.S. company to produce **essential oils such as citronella, vetiver, ylang-ylang.** Variety of herbs and plants available; additional areas may be suitable for planting of wide range of aromatic plants. Regional Development Corp. (SORAD), Government of Togo, Lome, Togo, West Africa. P-71574

2899—**KENYA**—Seeks to purchase a **salt refinery** with production capacity of three metric tons per day. Firm is large distributor of refined and raw salt. Currently building facility to house refinery. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71575

2899—**GHANA**—Expand **salt** production to serve West African market. Present production serves domestic needs with exception of refined salt. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71576

2899 — **INDONESIA** — Proposes rehabilitation, modernization, expansion of **aromatic oil distillery.** Manufacture citronella, clove, cardamon, ginger and other products. Plant built in 1963 by Bulgarians, not in operation. Investment incentives available. Dept. of Industry, Republic of Indonesia, Djakarta, Indonesia. P-71577

2899—**WEST PAKISTAN**—Manufacture **essential oils, flavorings and extracts.** Seeking $100,000 equity investment/loans or supplier's credit. $500,000 investment. Development Institute of Pakistan, 506 Muhamadi House, 1.1 Chundrigar Rd., Karachi, Pakistan. PAK-13-71

2911—**PHILIPPINES** — Establish **petrochemical complex.** Include naptha cracking facility; downstream production, vinyl chloride, monomer, polyethylene and propylene. Total cost $200 million. Foreign participants provide supplier's credit, know-how. Board of Investments (BOI), 6805 Ayala Ave., Makati, Rizal, Philippines. PHI-08-71

3011—**MALAYSIA**—Manufacture **rubber materials for tire retreading, rubber mats and children's tricycles.** Total investment $165,000. Need capital, know-how and machinery. Hock Hoe Hin Hong Kee Sdn. Bhd., No. 1 Bond St., P.O. Box 59, Kota Kinabalu, Sabah, Malaysia. P-71579

3011—**SUDAN**—Project to manufacture 247,500 **tires and** 375,000 **tubes annually for motor vehicles.** Currently, market served by imports. Present consumption estimated at 200,000 tires and 350,000 tubes. Foreign firm would finance and implement project. Industrial Bank of Sudan, P.O. Box 1722, Khartoum, Sudan. P-71580

3069 — **MALAYSIA** — Project to manufacture **rubber gloves;** later to produce other rubber products. Latex available. Cost estimated at $260,000. Needs capital, supplier's credit, technical know-how. Perak State Development Corp., P.O. Box 217, Jalan Kelab, Ipoh, Perak, Malaysia. MAL-06-71

3069—**GHANA** — Manufacture **automotive rubber parts, retread tires.** Currently operates automobile repair shop. Needs financial, technical assistance. Asakyiri Automobile Co., P.O. Box 5776, Accra, Ghana. P-71581

3069—**GHANA**—Manufacture additional **rubber products** including bicycle tires and tubes, transmission belts, cases and molded parts. Natural rubber available. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71582

3079 — GHANA — Expand growing plastics industry. Produce packaging materials, irrigation pipe, glass fibre, reinforced polyester products, and masterbach. Capital Investment Board of Ghana, P.O. Box M193, Accra, Ghana. P-71583

3111 — BOTSWANA — Establish a **tannery.** Total investment estimated at $300,000. Semi-tan 150,000-200,000 hides annually. Export to Western Europe. Botswana Development Corp. Ltd., P.O. Box 438, Gaberones, Botswana. P-71584

3111—NIGER—Tannery with capacity of 2,000 hides per day. Investor to furnish management, technical know-how and marketing outlets and share in equity investment of $180,000. Commissariat-General aux Developpement, Presidence, Niamey, Niger. P-71589

3111 — KENYA — Tannery for ostrich skins. Ostriches not now raised, but there is suitable land, climate, breeding stock to begin production. Estimated production at 10,000-20,000 skins per year. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71590

3111—EAST PAKISTAN—Construction of **mechanized tannery.** Hides and skins (blue chrome) now a major export. Tanneries not mechanized. Plentiful supply of hides and skins, adequate infrastructure and governmental incentives. East Pakistan Industrial Development Corp., EPIDC House, Dacca 2, Pakistan. PAK-25-71

3111—GHANA—To establish second **tannery** in country. Hides and skins to be imported at first. Demand for leather at 2.3 million sq. ft. in 1968. Existing plant produces 500,000 sq. ft. Buildings, production machinery already at site. Total investment $800,000. Feasibility study available. National Investment Bank, P.O. Box 3726, Accra, Ghana. P-71591

3141—PHILIPPINES—Modernize **leather shoe** plant to increase capacity to 7,500 per day for export. Raw materials and machinery to be imported. Total investment estimated at $3 million. STA. Ana and Sons Co. (SASCO) Inc., 926 Aurora Blvd., Quezon City (P.O. Box 44, Q.C.), Philippines. P-71592

3211—KENYA—Plant to produce 10,500 tons of **sheet glass** per year. Foreign partner to design, install and operate proposed plant to be located in Mombasa, the site of required raw materials. Cost estimated at $4.8 million. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71600

3221—RWANDA — Management, know-how and majority partner sought for factory to manufacture **colored glass bottles** for brewery. Project envisages production of 4.6 million bottles a year with investment of $1.2 million. Prefeasibility study available. State Secretariat for the National Development Plan, B.P. 46, Kigali, Rwanda. P-71601

3221—GHANA — $13 million investment sought for expansion of existing glassworks at Aboso to produce **hollow glass containers.** Even with current production, approximately $3 million worth of bottles are imported annually. Management, supplier's credits and technical know-how needed to obtain production of 40,000 tons of glass products by 1975. Ghana Industrial Holding Corp. (GIHOC), P.O. Box 2784, Accra, Ghana. P-71602

3229—TAIWAN—$1.2 million plant to manufacture **optical glass** for instruments. Planned capacity of one ton expandable to three tons per day within five years. Present demand met by imports. Raw materials available. Industrial Development and Investment Center (IDIC), third floor, 71 Nanking E. Rd., Sect. 2, Taipei, Taiwan. P-71603

3229—VIETNAM—Expansion of glass plant to produce **bulbs for incadescent lamps and tubes for fluorescent lamps.** Foreign investor asked to provide nominal equity, technical know-how, management participation, and export marketing expertise. Cong-Ty Ong Thuy-Tinh (Cott) (Glass Tube Co. S.A.), 16-18, Hai-ba Trung, Saigon, Vietnam. P-71604

3250—BOTSWANA—Equity and technical know-how for plant to manufacture **drain pipes, quarry tiles, glazed wall tiles, facing bricks, and refractories.** Investment estimated at $600,000. Evaluation of raw materials should precede feasibility study. Botswana Development Corp. Ltd., P.O. Box 438, Gaberones, Botswana. P-71606

3251—GHANA—Equity and management collaboration for expansion existing **brick and tile factory** at Weja. Raw materials and fuel available. Demand for bricks and clay products increasing rapidly. Ghana Industrial Holding Corp., P.O. Box 2184, Accra, Ghana. GHA-08-71

3253—VIETNAM—Equity, loan and technical know-how for new plant to produce **ceramic floor and wall tiles and other ornamental ceramic products,** in Bienhoa Industrial Estate, 12 miles from Saigon. Use local raw materials, except glaze fritt and color oxides. Feasibility study available. Doi-Tan Co., 927 Tran-Hung Dao, Saigon, S. Vietnam. VIE-03-71

3255—IRAN—Refractory materials for steel mills, cement plants, and petrochemical industry. Investment $4 million, including $2 million for imported machinery and equipment. Production know-how required. Refractory clay available, according to feasibility report. Industrial Credit Bank of Iran, Promotion Dept., Tehran, Iran. P-71607

3261—KENYA—Manufacturer of tableware and other ceramic products seeks partnership to produce **sanitary ware.** Kaolin and silica sand available; $400,000 equity and loan funds desired for production of 600 tons per year. Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. P-71608

3272—WEST PAKISTAN—Technical partner for manufacture of **aerated and prefabricated concrete building material.** Proposed plant capacity 3.2 million cubic feet annually, expandable to 10 million cubic feet. Raw materials available. Feasibility study and marketing survey completed. Ferozsons Laboratories Ltd., 197—The Mall, Rawalpindi, Pakistan. P-71609

3272, 3317—THAILAND—Loans and supplier's credits needed for expansion of existing manufacturing facility to produce *steel pipes* ½″ to 66″ diameter and **spun steel concrete pipes** 6″ to 90″ diameter. Projected capacity 50,000 tons per year for high priority projects in water works, oil transmission, mining, harbors, bridges and Mekong River Development Scheme. As yet, no detailed feasibility or market studies available. Dato H. G. Wong, 93 Mansion 10, Rajdamnern Ave., Bangkok 2, Thailand. P-71610

3274 — MALAYSIA — Management, equity, and know-how for large manufacturing facility to produce **lime hydrate, building limestone, precipitated chalk, and agricultural limestone.** Total cost estimated at $2.5 million. Preliminary report available. Perak State Development Corp., P.O. Box 217, Jalan Kelab, Ipoh, Perak, Malaysia. P-71611

3310—WEST PAKISTAN—Equity, foreign loans and technical collaboration sought for plant to manufacture **tinplate and cold rolled sheets.** Cost estimated at $14.5 million. Project appraisal report available. Messrs. Rahimtoola, Karachi, Pakistan. PAK-02-71

3312—SIERRA LEONE—Equity, management, and technical know-how sought for **hot rolling mill and scrap melting plant** with capacity of 15,700 tons per year. Investment of $1.2 million needed for planned facility located in Freetown. Round bars and profiles for construction are principle products planned. Feasibility study necessary. The Ministry of Trade and Industry, Freetown, Sierra Leone. P-71612

3315—WEST PAKISTAN—Equity, loan, or supplier's credit of $340,000 for establishment of plant to manufacture **wire rods and special steel wire.** Present domestic requirement of 1,000 tons per year is imported. Full range investment incentives available. I. A. Khan and Co., Gangaram Bldg., Shahrah-I-Quaid-I-Azam, Lahore, Pakistan. PAK-29-71

3315, 3481—UGANDA—Equity and know-how for plant to produce 4,700 tons per year of **wire products** such as screws, nails, tacks, staples, and fencing wire. Investment estimated at $350,000. Bars and rods available locally. Market survey available but no feasibility study. Industrial Promotion Services (Uganda) Ltd., P.O. Box 3417, Kampala, Uganda. P-17613

3317 — INDONESIA — $400,000 loan to complete financing Java plant to manufacture **steel pipes** in ½″ to 6″ sizes. Indian company technical partner. Feasibility study available. Zenith Steel Piles (Indonesia) P. T. Djakarta, Indonesia INS-01-71

3339—UGANDA—Credit and financing for **refinery to roast cobaltiferous pyrites** from copper smelter to produce cobalt. Investment of approximately $6.5 million needed for extension of existing smelter. Production of 1,000 tons of cobalt per year contemplated. Profit and import duty incentives available. Feasibility study available. Kilembe Mines Ltd., P.O. Box 1, Kilembe, Uganda. P-71614

3341 — WEST PAKISTAN — Technical know-how and equity sought for manufacture of **annealed wire and strips** in expansion existing plant. Market now supplied by imports. Shahbaz-Ud-Din Choudry, Chairman, United Iron and Steel Ltd., M.A.S. Bldg., Badami Bagh, Lahore, Pakistan. PAK-09-71

3352—WEST PAKISTAN—Manufacture **aluminum products** from imported ingots and alumina. Equity ($3.5 million), loans and/or supplier's credit ($11.5 million) and know-how needed. Feasibility reports available. M.F.A. Shaikh, Managing Director, P.M.I. Ltd., 5415 Haider Rd., P.O. Box 174, Rawalpindi, Pakistan. PAK-11-71

3423 — VIETNAM — Expand existing plant to produce **farm tools** (picks, shovels, harrow discs) and **hand tools** (screw drivers, chisels, saw blades). Know-how and/or license, loans and equity sought. Technical feasibility study desired. Vo-van Nhung, General Manager, Vietnam Ky-Nghe Nong Co.

(VIKYNO), P.O. Box 1351, Saigon, Vietnam. VIE-06-71

3423—TAIWAN—Facility for production of high grade **precision hand tools.** Capital requirement estimated at $500,000 for production of 360,000 pieces of diversified tools per year. Feasibility study is planned in cooperation with foreign partner. Industrial Development and Investment Center (IDIC), 71 Nanking E. Rd., Sect. 2, Taipei, Taiwan. P-71615

3429—UGANDA—Equity and know-how for plant to produce **builders hardware** such as locks, sash fasteners, door handles, hinges, tower bolts, staples, mortise handles, and knobs. Total investment estimated at $300,000. Market study carried out but feasibility study needed. Industrial Promotion Service (Uganda) Ltd., P.O. Box 3417, Kampala, Uganda. P-71616

3433, 3585, 3632—TUNISIA—Government proposes establishment of plant to assemble and manufacture **components for television and radio receivers, refrigerators, air conditioners, oil heaters, and gas cookers.** Ministry of the National Economy, Tunis, Tunisia. TUN-12-71

3449 — VIETNAM — Expansion present building material manufacture to include **prefabricated housing components.** Equity, loan or supplier's credit and know-how required. Feasibility study to be completed with foreign partner. NHA Tien-Che Cong-Thy (NHATICO), 39 Hai Ba-Trung, Saigon, S. Vietnam. VIE-01-71

3522—TUNISIA—Manufacture **agricultural equipment.** Two thousand 45-75 h.p. tractors annually plus ploughs, harrows and cultivators. Local foundries supply some parts. The Ministry of National Economy, Tunis, Tunisia. TUN-11-71

3522—PHILIPPINES—Manufacture selected **components for small four-wheel paddy tractors** and assemble final product. Initially produce 1,000 units a year. Estimate about 65% of components can be made locally. Seeks supplier's credit, technical know-how. Pacific Tractor Manufacturing Corp., 1656 Saler St., Sta-Cruz, Manila, Philippines. P-71617

3541—PHILIPPINES—Proposes facility for manufacture of **small size machine tools,** particularly small lathes, shapers, and drill presses. Local demand served by imports. Project eligible as pioneer enterprise. Foreign investor would furnish supplier's credit of $465,000, technical know-how. Board of Investment (BOI), 6805, Ayala Ave., Makati, Rizal, Philippines. PHI-17-71

3552—WEST PAKISTAN—Joint venture to manufacture **spinning ring frames.** Initial production 120 units annually. Firm currently makes spindles and spinning rings; supplies local textile mills. Seeks capital, technical know-how. Zulsham Engineering Works Ltd., 112-Ferozepur Rd., Lahore, Pakistan. PAK-08-71

3552—WEST PAKISTAN—Joint ventures to produce 300 **ring spinning frames** annually for textile industry. Currently, market served entirely by imports. Cost of project estimated at approximately $4 million. Foreign participant would contribute $1.6 million to cover cost of machinery plus technical assistance. Kausar Engineering Works, G. T. Rd., Daroghawala, Lahore, Pakistan. P-71618

3573, 3574—PHILIPPINES — Assembly and testing of memory products for electronic computers and assembly of semiconductor products under subcontracting arrangements. Planned capacity of 40,000 standard man-hours a year. Foreign firm's contribution to be sub-contracting arrangement including supply of raw materials and technical cooperation. Equity participation available if desired. Proposed plant within two miles of Manila International Airport. Apolonio S. Tanjangco, P.O. Box 3336, Manila, Philippines. P-71619

3579—TAIWAN—Establish facility to manufacture **copying machines** primarily for export. Annual capacity 6,000 units. Investment incentives. Total investment estimated at $500,000. Industrial Development and Investment Center (IDIC), third floor, 71 Nanking E. Rd., Sect. 2, Taipei, Taiwan. P-71620

3630—TAIWAN—Plant to produce **vacuum cleaners, floor polishers, air cleaners, and ventilating fans.** Total investment $1 million. Foreign collaborator contribute loan, supplier's credit, technical know-how, licenses and marketing expertise. Industrial Development and Investment Center (IDIC), 71 Nanking E. Rd., Sect. 2, Taipei, Taiwan. P-71621

3651, 3662—MALAYSIA—Foreign equity, licenses, know-how, and marketing expertise for plant in Penang Free Trade Zone to manufacture and assemble **electronic components, consumer, industrial and communication products.** Export oriented. Penang Development Corp., Bangunan Tuanku Syed Putra, Penang, Malaysia. MAL-15-71

3674—PHILIPPINES—Establishment of facility to produce such **semi-conductors as full wave bridges, silicon rectifiers, and power transisters.** Foreign firm asked to provide loan, supplier's credit, technical know-how and licenses. Government incentives. All production for export. Radio Electronic Headquarters Inc., 173 P. Gomez St., San Juan, Rizal, Philippines. PHI-18-71

3679—INDIA—Technical management, know-how, and capital for manufacture of **electronic components.** Production of 20 million carbon film-resistors, film capacitors, and 600,000 variable gang condensers proposed. Has letter of intent. Shri Shriram C. Chokhani, Maheshwari Mansion, 34 Napean Sea Road, Bombay 6, India. P-71622

3694—INDIA—Plant to manufacture 3.6 million **spark plugs** a year. Estimated total investment $700,000. Foreign collaborator asked for $200,000 as equity participation and loan or supplier's credit plus technical know-how. MACO Private Ltd., E 24 Industrial Area, Sonepat (Haryana) India. IND-05-71

3731—PHILIPPINES—Construction of **steel fishing vessels and facility for dry-docking and marine repairs.** Equity participation and marketing know-how desired. Feasibility study available. Free Port Shipyard and Engr. Corp., 1728 J. Abad Santos Blvd., Manila, Philippines. PHI-19-71

3732—TAIWAN—Manufacture of reinforced concrete **fishing boats** with 36 foot hulls. Project feasibility dependent on foreign collaborator assisting in further engineering and marketing studies. Industrial Development and Investment Center, third floor, 71 Nanking E. Rd., Sect. 2, Taipei, Taiwan. CHA-02-71

3751—INDONESIA—Manufacture **bicycles and parts.** Capacity 200,000 bicycles plus parts for 500,000. Presently operates bicycle assembly shop. Seeks capital, technical know-how. The Ganesha Indonesia Bicycle Industries, Medan, C. V. Ganesha, Indonesia. INS-16-71

5034—PHILIPPINES—Sales company for **acrylic wigs.** Total investment $170,000. La Sampaguita Mfg. Co. Inc., 50 D. Arellano St., Caloocan City, Philippines. P-71625

Bids Asked On $23 Million Taiwan Highway Construction

The Taiwan Area Freeway Construction Bureau (TAFCB) has issued invitations for applications for prequalification from contractors interested in submitting bids for **construction of units of the North-South Freeway** in the vicinity of Taipei. The work is to be awarded in five contracts. Total construction cost is approximately $23 million, with individual contracts varying from approximately $2 to $8 million. Contractors will be invited to submit bids for one or more project sections acting on an independent or consortium basis and contracts will be awarded in line with capacity ratings which will be established by the TAFCB during prequalification. A small number of prequalification documents, along with a description of the five contracts, are available from the Construction, Engineering and Water Resources Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868). However, the main source for prequalification documents is the TAFCB, 12 Ching Cheng St., Section III, Nanking E. Rd., Taipei, Taiwan. Completed prequalification documents should be returned to the TAFCB before Dec. 1. Bids will be requested on Jan. 4.

Brazil Seeks Prequalifiers For Major Highway Project

The Government of Brazil, through its Ministry of Transportation, requests contractors to prequalify to bid on a **major highway construction** project, details of which are provided in a document (in Portuguese), which may be examined in the offices of the Construction, Engineering, and Water Resources Division (Room 5893), U.S. Dept. of Commerce, Washington, D.C., and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. Individual copies of the document may be secured from the Brazilian Embassy, 3007 Whitehaven Rd., N.W., Washington, D.C. 20008. Additional details may be obtained from the Ministerio dos Transportes, Departamento Nacional de Estradas de Rodagem, Grupo Executivo de Concorrencias, Av. Presidente Vargas, 534, Rio de Janeiro. Correspondence is preferred in Portuguese. Construction costs of this project will be financed by proceeds of a loan which is being negotiated with the World Bank. Joint ventures of foreign firms with Brazilian firms is encouraged. Prequalification deadline is Nov. 29.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Miscellaneous agriculture

01920—GERMANY—Seeds, flower and vegetable; bulbs, shrubbery, ornamental plants, specialties for amateur gardening. Direct purchase and/or agency. Garten und Blumen-Beratungsdienst GmbH (importer, retailer), D-8 Muenchen 1, Postfach 607. WTD 9/71.

Food preparations

20933—AUSTRIA—Peanut extracts, for delivery this or next year. Jakober & Cie. (importer, distributor (wholesale), exporter), Walfischgasse 12, A-1010 Vienna. WTD in prep.

20942 — AUSTRIA — Bone meal, meat meal, blood meal, feather meal, for delivery this or next year. Jakober & Cie. (importer, distributor (wholesale), exporter), Walfischgasse 12, A-1010 Vienna. WTD in prep.

Synthetic materials

28213—SOUTH AFRICA—Biaxially orientated polystyrene film. Minimum requirement 300 tons annually. Protea Chemical Services (Pty.) Ltd. (importer, dist., agent), 30 Auckland St., Paarden Eiland, P.O. Box 4636, Cape Town, Cape Province. WTD in prep.

Fabricated rubber products

30692 — SWITZERLAND — Pneumatic rubber hose for use with air tools, paint spray hose. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

Pottery, related products

32640—SPAIN—Electrical supply products of porcelain, steatire, ceramic. José M. Gomez Rodríguez (importer, dist.), Avda. Peris y Valero, 130, Valencia (5). WTD 10/71.

Steel mill products

● **33100—INDIA**—2500 metric tons of steel plates of various sizes to ASTM-A-537/67A grade A fully killed. Bid deadline December 16, 1971. Tender No. 1223/26W/BP/PR/12565. Mr. R. N. Gupta, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, District Hoshiarpur, Punjab, India. Limited copies of tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2613).

Rolling, drawing, extruding of nonferrous metals

● **33500—BURMA**—Supply of wire PVC insulated single in various size and quantity, cable PVC insulated PVC sheathed steel armoured in various size and quantities. Tender No. MEIC/B.R/14 (T) 1 (ES) 71.72. Bid deadline Nov. 25. Contact The Chairman, Union of Burma Railway Board Bogyoke Aungsan St., Rangoon, Union of Burma.

● **33500 — INDIA** — Supply of Switch Board PVC Copper 1100 K M Conductor 0.60 mm dia. of different sizes, L.S. Terminating Cable 30 K. M. 0.60 mm dia. and Switch Board Plugs 3 way, 94,000 Nos. Tender No. ES-9/202/39/002/003/Cell-28/VI. Bid deadline Dec. 22. Contact Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi. Get tender documents from India Supply Mission, Washington, D.C. 20008. ★(202-265-5200).

Cutlery, hand tools, general hardware

34295 — SWITZERLAND — Pneumatic hose fittings, couplings, for use with air tools. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

Heating apparatus, plumbing fixtures

● **34330—ITALY**—Food waste and solid garbage incinerators for community of 14 small towns, population 20,000. Amministrazione Provinciale di Torino, Assessorato allo Sviluppo Economico, Via Lagrange 2, 10123 Torino.

Fabricated metal products

34943 — SWITZERLAND — Pressure valves for use with air tools, paint spraying equipment. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

Construction, mining, materials handling machinery, equipment

● **35300 — BURMA** — Twenty self-contained, petrol-driven drills and breakers, sixteen jackhammers, 750 single-ended picks, fifty fan forges, five eight-inch monitors with nozzles, four portable drills, four portable belt conveyors, six portable air compressors, four water pumps, five to ten h.p., and octagonal tool steel. Tender No. 101/12; bid deadline Nov. 30. Director-General Mineral Development Corp., Rangoon. Specifications available on a short-term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4317).

● **35300 BURMA**—One each: bulldozer equivalent to D8 with two years spares; shovel loader ¾ cu. yds., 80 hp. diesel, tire mounted for handling coal; payloader 1½ cu. yds., tire mounted diesel. Bid deadline Dec. 10; Reference No. 11886/124-2-12. Specifications available on short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4319)

● **35300 — INDONESIA** — Two motor graders, 40-70 H.P. Diesel engine with ten foot blade. Bid No. BD-V/IDA/21. One excavator either crawler or four-wheel drive, 60-110 H.P. Diesel engine. Bid No. BD-V/IDA/22. Bid deadlines Dec. 1. Contact Perusahaan Negara Perkebunan V, Djalan Kom. Laut Jos. Sudarso, 1-F, Medan, Northern Sumatra, Indonesia. Supplier must have sales representative in Indonesia.

● **35300—NEW ZEALAND**—One industrial tractor shovel-loader with capacity of 2,000 lbs. Turning radius shall be not more than seven feet. Bucket clearance above ground not less than five feet. Specifications available on short term loan basis from the General Industries

Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4319). Bid deadline Dec. 1.

35319—SWITZERLAND—Handheld contractors' air tools, circular saws, sanders, hammers, drills, chisels, fixing tools. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

Metalworking machinery

● **35400 — BURMA** — Metalworking machinery, including: One universal tool room lathe, 18" swing over bed, 4 ft. bed; one pedestal grinder, double ended; one tool post grinder; riveting forge, manually operated; one heavy duty electric portable grinder; one heavy duty electric portable drill; and one pneumatic valve grinder . Tender No. 120/12, bid deadline Nov. 30. Director-General, Mineral Development Corp., Rangoon. Copies of specifications are available from Metalworking Equipment Program, BDC-774, Room 5890, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-767-5652).

● **35400—BURMA**—Supply of cutting tools, including: 564 high speed steel Morse taper reamers, various sizes; and 36 sets high speed steel left and right hand chasers. Tender No. MEIC/B.R./13(T)27(MC)71-72, bid deadline Nov. 29. The Chairman, Burma Railway Board, Bogyoke Aungsan St., Rangoon. Specifications available from Metalworking Equipment Program, BDC-774, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-767-5652).

● **35400—SOUTH AFRICA**—Steel mill equipment, including: 5 mm. shearing and trimming line, 5 mm. 2 high temper mill, 13 mm. slitting line, resquare shear, and 13 mm. decoiler scale breaker and leveller. Tender No. V206, bid deadline Dec. 20. The Head, Capital Buying, South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria. Tender copies may be obtained from the above address against a deposit of one hundred rand (R100) which will be refunded on receipt of a bona fide tender for the complete plant.

35411—THAILAND—Machinery for boring automobile cylinder head shutoff valves, suitable for American 6 cylinder, Japanese 4 cylinder cars. Request catalogs, c.i.f. Bangkok quotations. Samakkee Sombat Co., Ltd. (mfr.), 57-59 Sang Choo To Rd., Banpong, Rajburi. WTD 11/70.

35482 — SWITZERLAND — Pneumatic hand tools, drills, screwdrivers, assembly tools, grinders, polishers, sanders, routers, planers, parts and accessories. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

Special industry machinery

35521 — SUDAN — Textile machinery: spinning, weaving, bleaching, dyeing, printing and finishing, together with electric airconditioning, power supplying equipment, prefabricated building structure; about 100,000 spindle and 1800 looms. Sudan Textile Ind. Ltd. (mfr.), P.O. Box 1377, Khartoum. WTD in prep.

35521—TURKEY—Machinery for equipping 50,000 spindle textile mill. Mr. Nuh Kusculu, Anadolu Cam Sanayii A.S., Besiktas, Ciragan, Cad. 20-4, Istanbul. WTD 7/70.

35595—ENGLAND—Microcircuit, semiconductor manufacturing equipment, associated instruments. Research Instruments Ltd. (importer, dist., mfr.), Kernick Rd., Penryn, Cornwall. WTD in prep.

35595 — MEXICO — Sewerage clay pipe manufacturing machinery, preferably used, diameter from 4 to 8 in., capacity from 8 to 15 tons per 8 hr. shift. Jesus Diaz Moreda (dist., mfr.), Degollado Sur 620, Monterrey, N.L. WTD in prep.

35595—MEXICO—Machinery (new or used) for manufacture of flexible, steel reinforced hose or tubing of kind used by electrical industry. Industrias Monterrey, S.A. (mfr.), Villagran Norte 1313, Apartado Postal 518, Monterrey, N.L. WTD 5/70.

35595—THAILAND—Machinery for producing fiber gasket material for all types of automobiles. Request catalogs, c.i.f. Bangkok quotations. Samakkee Sombat Co., Ltd. (mfr.), 57-59 Sang Choo To Rd., Banpong, Rajburi. WTD 11/70.

35595 — THAILAND — Machinery for manufacturing sanitary napkins, nonwoven fabric and cotton, with capacity of 600,000 pieces per mo., 8 hr.-a-day production. Requests catalogs, c.i.f. Bangkok prices, technical know-how, turnkey basis. Saha Chao Ruer Co., Ltd. (retailer), 198/10 Rama VI Rd., Phyathai Rd., Bangkok 4. WTD 9/71.

General industrial machinery

● **35600—BURMA**—Six sand pumps with attached motors, two suction fans, magnetic separator, and water pump. Tender No. 93/12; bid deadline Dec. 20. Director-General, Mineral Development Corp., Rangoon. Specifications available on a short term loan basis to firms domiciled in the U.S. from General Industries Division, BDC-772, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4317).

35615 — SWITZERLAND — Power paint, varnish-spraying equipment for automobiles, industrial application. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

35641 — SWITZERLAND — Electrostatic painting equipment, sprayers. Syntha AG (importer, dist.), P.O. Box 81, 8623 Wetzikon. WTD 10/71.

35662—NEW ZEALAND—Epicyclic gear units. Specifications available from International Business Opportunities, BDC-584, U.S. Dept. of Commerce, Washington, D.C. 20230. Company requests specification sheets, installation diagrams, quote for six units, price indication of purchases in multiples of 100 units. U.E.B. Industries Ltd., Production Engineering Branch, A. J. Wildy, Project Engineer (importer, mfr.), P.O. Box 11059, Ellerslie Auckland 5. WTD 9/71.

Office, computing, accounting machines

35731 — ENGLAND — Computer peripheral equipment, computing systems, software. Medway Data Ltd. (importer, dist., consulting), 39 Victoria St., London, SW1H OEE. WTD 9/71.

Service industry machines

35892—ITALY—Food waste and solid garbage incinerators for community of 14 small towns, population 20,000. Amministrazione Provinciale di Torino, Assessorato allo Sviluppo Economico Via Lagrange 2, 10123 Torino.

Electric transmission, distribution

● **36100—KOREA**—Supply of DC constant voltage supply; connectors for oscilloscope; adapters; current probe amplifier; strip chart recorder, and more. Tender No. KFX-71208-PI, bid deadline Nov. 30. Invited by the Office of Supply, Government of the Republic of Korea. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939.)

● **36100—THAILAND**—Supply air sectionalizing switches, nine 3-phase sets of 69 kv., 2,000 amp. continuous rating and two 3-phase sets of 115 kv., 1,200 amp. continuous rating, each with horizontal opening and gang operated one way. Tender No. MEA-PSD-263, bid deadline Dec. 2. Purchases & Stores Dept., Metropolitan Electricity Auth., 121 Chakpetch Rd., Bangkok 2. Specifications available on short-term loan basis to firms domiciled in U.S. from Power and Electrical Equipment Program, BDC-776, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

36122 — SPAIN — Transformers; power, distribution. José M. Gomez Rodríguez (importer, dist.), Avda. Peris y Valero, 130, Valencia (5). WTD 10/71.

● **36400 — THAILAND** — Supply 4,000 sets of bundled conductor spacers for 795 MCM, 37-strand all aluminum conductors. Tender No. MEA-PSD-264, bid deadline Dec. 7. Purchases & Stores Dept., Metropolitan Electricity Auth., 121 Chakpet Rd., Bangkok 2. Specifications available on a short term loan basis to firms domiciled in the U.S. from Power and Electrical Equipment Program, BDC-776, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

Electrical lighting, wiring equipment

36421 — SOUTH AFRICA — Fluorescent lighting fixtures, mainly decorative. Eagle Electric Co. (Pty.) Ltd. (importer, retailer), 31-41 Hout St., P.O. Box 3106, Cape Town, Cape Province. WTD 9/71.

Electrical machinery, equipment, supplies

● **36900—IRAN**—Supply of one set radiology set including X-ray generator, high speed X-ray tube, high-speed rotor controller, remote controlled examination table. Tender No. 1220/50, bid deadline Dec. 4. Invited by the Iranian State Railways, Tehran, Iran. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-2939).

36930 — SPAIN — Electro-cardiographs, electro-encephalographs, electro-therapeutic apparatus, X-ray equipment including X-ray tubes, electro-miographs, all other classes of similar equipment, apparatus. Electrónica Médica e Industrial, S.A. (ELEMINSA) (importer, dist.), Reina, 37, Madrid (4). WTD 6/71.

Motor vehicles, equipment

37150—JAMAICA—Refrigerated trailers (used), preferably with diesel engines; size: 30 ft. Quotations. c.i.f. Kingston. Harbour Cold Stores Ltd., Attn: Carlton D. Allen (importer), P.O. Box 86, 3rd St., Newport West, Kingston. WTD in prep.

Aircraft, parts

37291—ENGLAND—Spare parts for aircraft, fixed and rotary wing, all types, including engines, propellers; civil, military. Aero Spares Lease & Exchange Ltd. (importer, export and sales) 110 Fenchurch St., London, EC3A 2AH. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

● **38200 — CEYLON** — Supply of cotton lint and yarn testing equipment including uster staple diagram apparatus for cotton fibre; stelometer precision fibre testing instrument; micronaire measuring instrument; micro-spinning plant for determining laboratory spinning tests; and more. Bid deadline Dec. 17. Invited by the Chairman, Central Tender Board, River Valleys Development Board, 415, Bauddhaloka Mawatha, Colombo 7, Ceylon. Get tender documents from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. ★(202-HU3-4025). Reference No. COM/TEN/71/49.

● **38200—KOREA**—Supply of remote reading tail race water level indicator set. Tender No. KFX-71209-PIII, bid deadline Nov. 26. Invited by the Office of Supply, Government of Korea, Seoul. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939)

● **38200—KOREA**—Supply of fade ometer; tearing tester; hydrostatic pressure tester; twist counter; low pressure thickness gauge; carpet thickness gauge; PH meter; scorch tester; and more. Tender No. KFX-71206-PII, bid deadline Nov. 29. Invited by the Office of Supply, Government of Korea, Seoul. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939.)

Surgical, medical, dental instruments

● **38400—KOREA**—Supply of two operating tables; dryer exhaust; cryo-cut microtome; automatic blood cell counter; X-ray film processor. Tender No. KFX-71207-PII, bid deadline Nov. 29. Invited by the Office of Supply, Government of Korea, Seoul. Terms and specifications available on short term loan basis from the Business and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939)

38410—ENGLAND—Diagnostic products associated with haematology, bacteriology, histology. Boehringer Corp. (London) Ltd. (importer, dist., agent), Bilton House, 54/58 Uxbridge Rd., Ealing, London W5 2TZ. WTD in prep.

38410—ITALY—Arterial blood flow detector, a diagnostic instrument to measure artery flow capacity without surgical aids. Societa' Forniture Ospedaliere (importer, dist., agent), Viale delle Milizie 32, 00192 Rome. WTD in prep.

Photographic equipment

38611—ALGERIA—Photo offset—printing and microfilm equipment. Direction S.N.S. a l'Att: de Mr. Omar Grine (importer), 2 Rue du Chenoua, Hydra, Algiers.

38612 — ALGERIA — Ten photocopying machines, Rank Xerox machines or equal. Direction S.N.S. a l'Attn: de Mr. Omar Grine (importer), 2 rue du Chenoua, Hydra, Algiers.

Toys, amusement, sporting goods

39410—SINGAPORE—Games, toys for all ages. Michael Chee Teck Seng, Sole Proprietor, Spotcraft (importer, retailer), Liat Towers, 541 Orchard Rd., Singapore 9. WTD 9/71.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01130—SPAIN—Rice. Ibérica de Comercio y Exportación, S.A. (agent), San Mario, 12, Madrid (19). WTD 6/71.

Broad woven fabric mills, cotton

22117—ITALY—Finished cotton, mixed cotton, manmade fiber apparel fabrics (for women's dresses, men's shirts, trousers, etc.); finished cotton and mixed cotton and manmade fiber fabrics, including printed cotton fabrics, for manufacture of bedsheets, towels, tablecloths, etc. Anacleto Razzanelli (agent), 39 Via Scipione Ammirato, I 50136 Florence. WTD 10/71.

Broad woven fabric mills, manmade fiber, silk

22218—ITALY—Finished manmade fiber fabrics for manufacture of wearing apparel, household linens. Anacleto Razzanelli (agent), 39 Via Scipione Ammirato, I 50136 Florence. WTD 10/71.

Wood products

24990—JAMAICA—Shoe hardware. Quotations. c.i.f. Kingston. Requests brochures, catalogs. Cecil DeCordova & Co. Ltd., Attn: Philip Ho Fatt (importer, dist.), 12-14 Darling St., P.O. Box 216, Kingston. WTD 12/70.

Paper mills, products

26211—SPAIN — Newsprint. Alejandro Safrin (agent), Avda. Mendnez Pelayo, 15, Madrid (9). WTD 3/71.

Synthetic materials

28219 — HONDURAS — Polyethylene, polyamide, or polypropylene, in rolls, same quality as used in upholstery industry, or for agriculture. Agencia Max Liebers (importer, dist., agent), Avenida Paz Barahona 1109, Tegucigalpa, D. C. WTD in prep.

Drugs

28332 — AUSTRALIA — Pharmaceutical chemicals. Brewo Chemicals Pty. Ltd. (importer, agent, exporter), G.P.O. Box 5027, Sydney, N.S.W. 2001. WTD 6/71.

28340 — NIGERIA — Patent medicines (pharmaceutical preparations promoted primarily to the public). Esther Beauty Aids Co. Ltd. (importer, dist., agent), P.O. Box 39, Yabam Lagos. WTD 9/71.

Paints, varnishes, lacquers, enamels

28518 — AUSTRIA — Putties, glazing, caulking compounds for industrial applications. DENSO-CHEMIE G.m.b.H. & Co. K.G. (dist. (wholesale), mfr.), Wollzeile 9, P.O. Box 517, A-1011 Vienna. WTD in prep.

Chemical products

28993—AUSTRIA—Corrosion preventive products for industrial applications; protective coatings for building industry. DENSO-CHEMIE G.m.b.H. & Co. K.G. (dist. (wholesale), mfr.), Wollzeile 9, P.O. Box 517, A-1011 Vienna. WTD in prep.

Petroleum refining

29110 — ALGERIA — Paraffin. International Trade & Manufacturers Agency (ITMA) (agent), 12, rue Ali Boumendjel, Algiers. WTD in prep.

Plastic products

30796—AUSTRIA—Packings for vitrified clay, concrete sewer pipe of rubber, rubber-like, or plastic materials. DENSO-CHEMIE G.m.b.H. & Co. K.G. (dist. (wholesale), mfr.), Wollzeile 9, P.O. Box 517, A-1011 Vienna. WTD in prep.

Abrasive, asbestos, nonmetallic mineral products

32910 — SWITZERLAND — Internal grinding wheels, mounted points made from cubic boron nitride (similar to Borozon or equal). Meister Abrasive Works Ltd., Attn: C. Meister, Pres. (dist., agent), P.O. Box 10, 8450 Andelfingen. WTD 10/70.

Cutlery, hand tools, general hardware

34230—ENGLAND—Hardware & garden tools. HKH Manufacturing, Ltd. (dist., mfr., exporter), Tuff Link House, Ashton Rd. West, Failsworth, Manchester. WTD in prep.

34230—SINGAPORE—All kinds of hand tools, mechanics' hand tools, carpenters' hand tools, automotive hand tools, small tools, hand tools for electronic industry. Lim Wee Cheng, Mng. Dir., Lim Wee Cheng & Co (Pte) Ltd. (importer, agent), P.O. Box 901, Singapore. WTD 8/71.

34292—JAMAICA—Furniture hardware. Quotations. c.i.f. Kingston. Requests brochures, catalogs. Cecil DeCordova & Co. Ltd.; Attn: Philip Ho Fatt (importer, dist., agent), 12-14 Darling St., Kingston. WTD 12/70.

Screw machine products

34521—SINGAPORE—Track shoe bolts and nuts, cap screw bolts and nuts, etc. for crawler tractors, automotives respectively. Lim Wee Cheng, Mng. Dir., Lim Wee Cheng & Co. (Pte) Ltd. (importer, agent), P.O. Box 901, Singapore. WTD 8/71.

Engines, turbines

35192—JAMAICA—Gasoline type engines for generating electricity. Quotations. c.i.f. Kingston. Grace Agricultural & Industrial Co. Ltd.; Attn: Simon Soutar (importer, dist., agent), 2A East St., Kingston. WTD in prep.

Metalworking machinery

35410—CANADA—Automatic wire cutting, stripping machines. W. F. B. Armstrong, Pres., Arbell Equipment Ltd. (dist., agent), P.O. Box 215, Burlington, Ontario. WTD 12/70.

Special industry machinery

35513 — SPAIN — Fruit and vegetable canning, packing machinery. Corre-

spondence requested in Spanish/French. Protein (agent), Avda. Virgen de Lidón, 5, Castellón de la Plana. WTD 10/71.

35595 — CANADA — Fully automatic, semi-automatic component insertion systems for circuit board assembly; general production aids for electronic assembly. W. F. B. Armstrong, Pres., Arbell Equipment Ltd. (dist., agent), P.O. Box 215, Burlington, Ontario. WTD 12/70.

35595 — PORTUGAL — Ampule filling, sealing machines; tablet molding, counting and filling machines; tube and capsule filling machines; cap applying equipment; liquid filling machines; bottle rinsing and washing equipment; powder and paste mixers, labeling, other allied machinery for pharmaceutical industry. Concessus SARL (importer, dist.), Rua Dom Francisco Manuel de Melo 9, Lisbon 1. WTD 9/70.

35595 — SPAIN — Clayworking machinery, equipment, and parts (brick, tile, ceramics). Correspondence requested in Spanish/French. Protein (agent), Avda. Virgen de Lidón, 5, Castellón de la Plana. WTD 10/71.

Office, computing, accounting machines

35731—GERMANY—Electronic computing equipment (digital, microwave, peripheral). F.o.b. 30 to 45 days draft. Novitron GmbH, Attn: Karl Rittner (importer, dist., agent), D-8 Munich 19, Hirschgartenallee 30. WTD 9/71.

Service industry machines

35892—ENGLAND—Swimming pool filtration plant for residential use, accessories. Wright Rain Ltd. (dist., mfr., exporter), Ringwood, Hampshire, BH24 1PA. WTD in prep.

Electric transmission, distribution

36110—GERMANY—Electric measuring, control instruments, systems. F.o.b. 30 to 45 days draft. Novitron GmbH Attn: Karl Rittner (importer, dist., agent), D-8 Munich 19, Hirschgartenalle 30. WTD 9/71.

Electrical industrial apparatus

36214—SPAIN—Small fuel fired generators, for use mainly in individual houses, farms without electricity. Alejandro Safrin (agent), Avda. Menéndez Pelayo, 15, Madrid (9). WTD 3/71.

Communication equipment

36622 — SWITZERLAND — Electronic display boards for store announcements and visual merchandising in supermarkets, department stores. Photo-Scan AG (importer, dist., assembler), Engimattstr. 22, 8002 Zurich. WTD 10/71.

Motor vehicles, equipment

37141—FRANCE—Parts, accessories for motor vehicles, transmissions, related products. H. W. T. Equipements Spéciaux pour Tous Véhicules Automobiles (importer, dist.), 48 rue de Malte, 75—Paris 11. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38216—AUSTRALIA—High quality testing equipment for paper, pulp, plastics, rubber, textiles, paints, varnishes. Scruttons Pty. Ltd. (importer, dist.), 639-651 Gardeners Rd., P.O. Box 112, Mascot, N.S.W. 2020. WTD 9/70.

Optical instruments, lenses

38311 — PORTUGAL — Instruments for one astronomical observatory, including: one Cassegrain type Telescope, 60-75 cm (24-30 inch) openings, or equal; one spectograph to be used in conjunction with telescope; one photographic Zenith tube, or equal; one Daujon type photographic astrolabe, or equal; one transit instrument 10 cm (4 in.) opening; one ballistic camera; one steocompensator with associated electronic equipment; one time signal system, cesium, rubidium or quartz-crystal clock; one time recorder, Omega, Longines or equal US instrument to be used with WILD T4 apparatus. SETA-Sociedade de Apetrechamento de Laboratórios e Industria, Lda. (importer, dist., agent), Rua Jorge de Viterbo Ferreira, 12-1° Esq., Oporto. WTD in prep.

Surgical, medical, dental instruments

38410 — VENEZUELA — Cystoscopes, bronchoscopes, endoscopes, tectoscopes, laryngoscopes, otoscopes, ophthalmoscopes. S.M. Peic (agent), Edificio Galipán, Apartamento B-4-C, Avenida Francisco de Miranda, El Rosal, and Apartado 127, Caracas. WTD 10/71.

Toys, amusement, sporting goods

39410 — JAMAICA — Toys of various types. Quotations. c.i.f. Kingston. Requests catalogs, brochures. Cecil DeCordova & Co. Ltd.; Attn: Philip Ho Fatt (importer, dist.), 12-14 Darling St.; P.O. Box 216, Kingston. WTD 12/70.

Visiting Buyers And Officials

GERMANY—Dr. Peter Seidler, O. Seidler KG, Mozartstr. 23, 6782 Rodalben/Pfalz, interested in license agreements and/or cooperation with U.S. firms active in field of **seamless flooring (epoxy, polyurethane, polyester, or puma)**. Nov. 15 via New York for three days. c/o Hotel Century, 111 W. 46th St., New York, N.Y. 10036 or Paramount Hotel, 235 W. 46th St., New York, N.Y. 10036. Itinerary: New York City. WTD 9/71.

NEW ZEALAND—G. D. Murray, Travel Manager, Air Safaris and Services (N.Z.) Ltd., c/o Dalgety Travel, P.O. Box 508, Timaru, interested in **tourist promotion**. Nov. 12 via Los Angeles for two weeks. Itinerary: New York c/o New Zealand Consulate General, Suite 530, 630 Fifth Ave., New York, N.Y. 10020. Itinerary: Cleveland, Akron, Chicago, Denver, Los Angeles c/o New Zealand Consulate General, Suite 1230, 510 W. Sixth St., Los Angeles, Calif. 90014. WTD in preparation.

NEW ZEALAND—K. H. English, Manager, Wellington Show Association, Inc., P.O. Box 7105, Wellington, interested in **organization and management of American expositions, trade fairs, amusement parks**. Nov. 22 via Miami for ten days. c/o 2054 Crescent, Las Cruces, New Mexico 88001. Itinerary: Miami and Orlando, Fla., Las Cruces, N.M.

Nigeria Wants U.S. Bidders On Major Office Project

The Nigerian Government desires to have U.S. construction firms pre-qualify for future international tendering for the **construction of two main blocks of offices, with an estimated value of $17 million.** The office blocks will be made up of four wings, thirteen stories high. Those who wish to pre-qualify should provide the following information to the "Secretariat Project," Permanent Secretary, Federal Ministry of Works and Housing, Lagos, Nigeria no later than Nov. 29: 1) previous building construction experience of a similar nature and magnitude, giving clients' names and addresses, and including photos where available; 2) description of capacity in terms of experience and qualifications of personnel, and of equipment and plant; and 3) evidence of financial ability to handle the project. Brochures giving details of the project should be available shortly in the offices of the Construction, Engineering and Water Resources Div., U.S. Dept. of Commerce, Washington, D.C. (202-967-3602).

Singapore Issues Tenders On Message Switching System

The Director of Singapore's Telecommunications Department has issued a tender for the supply and installation of a message and data switching system. Bid deadline is Dec. 31.

Copies of tender announcement and specifications are available from: The Director, Telecommunications Dept., 35 Robinson Rd., Singapore 1, Republic of Singapore. *One copy is available for review only* from the Communications Division, BDC-720, Room 4320, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4823).

Brazil Announces Tenders On Telephone Equipment

The Superintendencia Comercial de Telefones da Bahia S.A. has issued Tender No. IMP-001/71 for the supply and installation of automatic changeover equipment for urban telephone central stations for cities in the State of Bahia. Bid deadline is Dec. 7.

Copies of tender announcement and specifications are available only from the Superintendencia Comercial de Telefones da Bahia S.A. (Tebasa) Edificio Sede -3 Andar, Travessa Joaquim Mauricio S/M Salvador—Bahia for CR $500 per copy (US$1 = CR $5.5).

Netherlands Firm Desires To Represent U.S. Producers

The firm of Englebert N.V. desires to purchase products of, or represent, U.S. manufacturers of complete water purification installations. Firm has excellent sales connections with Netherlands Government Purchasing Office and private industry. Interested firms should contact: Englebert N.V. (Mr. Geurts), P.O. Box 20, Voorschoten, The Netherlands. WTD in prep.

Singapore Firm Seeks Pharmaceutical Jobber

A Singapore firm having several branches is seeking the services of a U.S. jobber to act on its behalf as a buyer of raw materials, patent medicines, and other pharmaceutical products. Interested firms should write: The Singapore Dispensary, 265 Orchard Rd., Singapore 9. WTD in prep.

Future Construction Abroad

ARGENTINA—The Italian Hospital, one of the largest in Buenos Aires, is in the process of expanding and remodeling its facilities. **A new wing of the main hospital building** is under construction and will be completed in December of 1973. The new wing will have 180 beds, plus a general operating room, an intensive care unit, and specially-equipped operating rooms for heart, orthopedic, and neurological surgery. The total investment will be in the neighborhood of $3 million. The construction is being carried out by a local firm, but both the General Director of the Hospital, Dr. Francisco Loyudice, and the Head of Surgery, Dr. Francisco Romano, have expressed a preference for U.S. equipment for the operating rooms and Intensive Care Unit. Since this is an area in which U.S. firms are leaders in innovative technology, this represents an excellent opportunity for the direct sale of U.S. manufactured equipment. Interested firms may correspond, preferably in Spanish (although English is acceptable), directly with Dr. Francisco Loyudice, Gascon 450, Buenos Aires, Argentina. Doctors Loyudice and Romano desire to inspect the equipment before purchase, and for this reason plan to travel to the United States, probably in July.

CANADA—Construction of a $3.5 million, **nine-story office building**, which is being built for the Canadian Automobile Assn., commenced in Vancouver in early August. It is expected that construction will be completed about June. The job captain of the company responsible for this project stated that interested U.S. suppliers are welcome to bid on supplies and equipment and should direct their inquiries to: George Bulmer, Job Captain, Dominion Construction Co., Ltd., 1 Bentall Centre, Vancouver, B.C.

CANADA—The Provincial Government has announced a **hospital construction and alteration program which includes new hospitals for Moncton, Fredericton and Edmundston, and a tentative plan for a new Saint John hospital.** The program will be spread over eight years and cost approximately $90 million. Interested U.S. firms should contact the New Brunswick Provincial Department of Health, Fredericton, New Brunswick.

FRANCE—Press reports indicate that the city of Montreuil has decided to create a **ten-acre industrial zone where it will build a 40,000 sq. meter four-story commercial center.** The building will have the shape of a pyramid with offices, gardens and a restaurant on the top floor. Via a ramp, 20-ton trucks will have access to each floor. Foundation works should start shortly, pending authorization from the town-council. Opening is scheduled for September 1973. This project is being financed by the "Societe Anonyme d'Economie Mixte pour l'Amenagement et le Developpement Economique de Montreuil" (SADEMO)—(55%), Societe Centrale d'Equipement du Territoire (SCET) and Caisse des Depots (25%), and by Montreuil businessmen. Any interested U.S. businessmen may contact: Mr. Mauborgne, SCET, Annexe Mairie de Montreuil, 17, rue Paul Doumer, 93—Montreuil.

JAMAICA—Point Hotels Ltd., has completed plans for construction of a **$12 million, 360-room convention-type hotel** at Ocho Rios, St. Ann. Construction is expected to begin within two months and be completed in late 1973. Construction and equipment costs have been set at $7 million. *Developers:* Point Hotels Ltd., 54 King St., Kingston, Attn: Alistair Rodger or Dennis Williams. *Contractors:* Cementation Co. of the United Kingdom, in association with a local firm to be decided. *Architects:* Ragland Squire & Partners of the United Kingdom in association with McMorris, Sibley, Robinson, 2A Caledonia Crescent, Kingston 5. *Equipment Buyers:* Intercontinental Hotels Corp., subsidiary of Pan American Airways, New York, N. Y.

JAMAICA—Woodlawn Investments Ltd. has two schemes underway at present. The Allerdyce project just beginning in Kingston involves **51 three-bedroom houses** and the **Woodlawn scheme in Mandeville comprises 34 more.** *Developers:* Woodlawn Investments Ltd., 22g Old Hope Rd., Kingston 5, Attn: Peter DuQuesnay, Managing Director. *Architects:* Leonard I. Chang (Engineers) Ltd., 67a Half Way Tree Rd., Kingston 10 (Woodlawn project); G. Reid, Town Planning Dept., Ministry of Rural Land Development, 101 Old Hope Rd., Kingston 6 (Allerdyce project). *Contractor:* Leonard I. Chang (Engineers) Ltd., same address as above.

JAMAICA—The Industrial Chemical Co. (JA.) Ltd., Windsor Rd., P.O. Box 101, Spanish Town, is **studying the feasibility of manufacturing ammonium sulphate.** The firm at present has a sulphuric acid plant with excess capacity and is interested in contacting an American company which could provide a small ammonia package plant. The planned output of 100 tons per day of ammonium sulphate would require one ammonia plant to produce 25 tons per day using petroleum naptha or kerosene methods. Interested firms should contact William Saunders, plant engineer, for further details.

KENYA—The Ministry of Works has published its **road building program** through June 1973. A copy of this document may be obtained from the U.S. Department of Commerce, BDC-584, Washington, D.C. 20230.

MEXICO—Asarco Mexicana, S.A., a subsidiary of the American Smelting and Refining Co., has embarked on an ambitious **expansion program at its plant in San Luis Potosi,** S. L. P., Mexico. Work has already begun on **expanding the firm's existing copper smelter** from its present 2,000 metric tons per month of production to 3,500 tons per month. ASARCO has also announced plans to build a new **zinc refinery and an electrolytic copper refinery** in San Luis Potosi. The zinc refinery is to produce 105,000 tons per year, and the copper refinery will have an annual capacity of 45,000 tons.

PHILIPPINES — Linda-Mar Corp., a deep-sea fishing firm and exporter of frozen tuna, plans to establish an **integrated food canning factory** within the next three years. The canning complex is estimated to cost $800,000 (P5 million) and would produce tomato and fruit paste, fruit preserves and canned tuna, all geared for export. The firm is presently developing a sizable experimental vegetable farm in a Manila suburb. If this project proves viable, Linda-Mar will go into large-scale vegetable and fruit growing to backstop its food canning project. The firm plans to start with a tomato paste plant capable of processing four tons of fresh tomatoes an hour. Financing of the project is expected to come from the Development Bank of the Philippines, a government agency. Linda-Mar also plans to seek financial and technical assistance from the U.S. and Japan. The firm has an authorized capital of P20,000,000, of which P3,966,200 has been paid in. Interested American firms may write to Linda-Mar Corp., 464 Shaw Blvd., Mandaluyong, Rizal, Philippines, Attn: Edward Litton, President.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list.

Business Firms—Malaysia, September 1971
Business Firms—Morocco, September 1971
Business Firms—Paraguay, September 1971

Guatemala Invites Bids On Telecommunications System

The Empresa Guatemalteca De Telecomunicaciones has issued a tender for the supply and installation of a telecommunications system. Bid deadline is 10 a.m., Dec. 15.

The system will link Guatemala-Zacapa-Puerto Barrios, and will consist of a microwave system linking the latter two towns on the Atlantic Coast with Guatemala, Quezaltenango and Retalhuleu in the western part of the country.

Copies of tender announcement and specifications are available ONLY from the Empresa Guatemalteca De Telecommunicaciones, Departamento De Planificacion, 7a Avenida 12-39, Zona 1, Guatemala City, Guatemala for Q100 (Q1. = US $1.)

Brazil Announces Tenders On Telephone Exchange Stations

A tender has been issued for the supply, installation and commissioning five telephone exchange stations for the interior of the Brazilian State of Bahia. Bid deadline is Dec. 6.

Copies of tender announcement and specifications are available only from the Superintendencia Comercial De Telefones Da Bahia S.A. (Tebasa), Edificio Sede 3 Andar Travessa Joaquim Mauricio, Salvador, Bahia for CR $200 (US $1 = CR$5.5).

International Business Reports

New Strategies for Peaceful Resolution of International Business Disputes. Published by Oceana Publications, Inc. for the American Arbitration Association. 252 pp. $5.00.

Among the documentary materials included are the text of the U.N. Convention on the Recognition and Enforcement of Foreign Arbitral Awards (to which the United States acceded in December 1970), a list of signatories to the Convention and the conditions under which they acceded, and abstracts of the arbitration law in some of the member countries. Reinforcing this factual material are three articles explaining the Convention and the recently enacted domestic legislation which provides for its enforcement in the United States.

Also includes three articles which explore the possibility of using arbitration to settle business disputes involving multinational firms—one of these is by Donald B. Straus, President of the American Arbitration Association. Other highlights include a paper of potential interest to East-West traders on "The Foreign Trade Arbitration Commission of the USSR and the West."

Write: American Arbitration Association, 140 W. 51st St., New York, N.Y. 10020.

Japan's Economic Expansion and Foreign Trade, 1955-70. Published by GATT. $2.

Examines the role which foreign trade has played in the remarkable economic growth of Japan over the past 15 years. Among topics discussed are the changing pattern of this growth in successive periods; the outlook for further growth; the relationship between Japanese production and merchandise trade, and in particular the shift from labor-intensive to capital-intensive products; and Japan's position in the world economy. The study analyzes the product composition of Japan's exports to, and imports from, its principal trading partners, and also traces trends in the Japanese balances of trade and payments over the 15-year period.

Write: GATT Secretariat, Villa Le Bocage, Palais des Nations, 1211 Geneva 10.

Diversification and Development: The Case of Coffee. By Paul Streeten and Diane Elson. Praeger Special Studies. 104 pp. $12.50.

Coffee, after oil, is the most important commodity by value in world trade, directly employing 20 million people in 42 countries, according to this publication. The authors examine how economies dependent on a commodity having an inelastic world demand can develop through diversification.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

International Labor Relations Management in the Automotive Industry: A Comparative Study of Chrysler, Ford and General Motors. 324 pp. $18.50.

Based on extensive interviews with senior industrial relations executives in Detroit and at European and Canadian subsidiaries, this publication analyzes each company's management structure regarding labor relations decision-making. Differences in the ways of resolving foreign labor problems are correlated with variations in the local environments in which the subsidiaries operate. The study develops 17 hypotheses on important environmental influences favoring either centralization or decentralization of such decision-making responsibilities, and summarizes results in terms of management functions.

Write: Praeger Publishers, 111 Fourth Ave., New York, N. Y. 10003.

Calendar For World Traders

Nov. 16 — Seattle — Briefing on banking and insurance for exporters, Field Office, 8021 Federal Bldg., 10 a.m.

Nov. 18 — Buffalo — World Trade Assn. reception and dinner, Continental Inn, Kenmore, 6 p.m.

Nov. 18—New York—Luncheon and meeting of Overseas Automotive Club, Summit Hotel, noon.

Nov. 18—Phoenix—Export workshop, Field Office, 10 a.m.

Nov. 18—St. Louis—World Trade Club monthly dinner meeting, Bel Air West.

Nov. 18-19—Ann Arbor, Mich.—Workshop-seminar on mergers, acquisition and joint ventures, Inst. for International Commerce, Grad. School of Bus. Admin.

Nov. 19—Kansas City—India business forum, Commerce Bank auditorium, 9:30 a.m. Sponsors: REEC, Field Office.

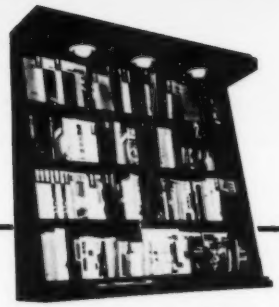
Nov. 22—Omaha—Export-Import Bank Conference, Omaha National Bank, 9:30 a.m. Sponsors: REEC, Kansas City Field Office.

Nov. 23—New York—FCIB Hardware, Automotive and Allied Trades Group luncheon meeting, Advertising Club, 12:30 p.m.

Nov. 23—New York—International Executives Assn. luncheon, Summit Hotel, noon.

Nov. 23—St. Louis—Symposium on Japan, Stouffer's Riverfront Inn, 8:45 a.m. Speaker: Nobuhiko Ushiba, Ambassador of Japan to the U.S.

Dec. 2—Cleveland—Monthly meeting of the Cleveland World Trade Assn., American Room, Mid-Day Club, 11:30 a.m.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its 42 field offices throughout the country.

OFFICE OF THE SECRETARY

MARITIME ADMINISTRATION

Merchant fleets of the world—oceangoing steam and motor ships of 1,000 gross tons and over, as of December 31, 1970. 20pp. 30¢.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF DOMESTIC COMMERCE

Franchising in the economy 1969-71. 36pp. 50¢.

Salad dressing, mayonnaise & related products, 1970. 20pp. 25¢. This report is based on the 43rd annual survey of the U.S. salad dressing industry.

BUREAU OF INTERNATIONAL COMMERCE

Cumulative index to **foreign market surveys available in foreign production and commercial** reports. December 1968-July 1971. Free upon request. Write to: Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230.

Foreign Economic Trends

Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢. Recent reports cover:

Belgium (ET 71-098). 12pp.
Pakistan (ET 71-100). 12pp.
Peru (ET 71-101). 12pp.

International Marketing Information Service

Exhibitor's Export Market Guides

Automation boosts German market for advanced electronic materials (IMIS 71-039). 8pp. 10¢.

Excellent sales prospects in Australia for small U.S. computers and software (IMIS 71-040). 8pp. 10¢.

Overseas Business Reports

Annual subscription $16 ($5 additional for foreign mailing). Single copy 15¢. Latest reports include:

Errata: OBR 71-029, August 1971. Foreign trade regulations of the Federal Republic of Germany.

Trading with the People's Republic of China (OBR 71-024). 16pp.

Market profiles for Western Europe and Canada (OBR 71-033). 24 pp.

Basic data on the economy of Portugal (OBR 71-036). 12pp.

Market profiles for Eastern Europe, USSR, and People's Republic of China (OBR 71-038). 8pp.

Selling in Canada (OBR 71-041). 16pp.

Establishing a business in Sweden (OBR 71-042). 20pp.

Foreign trade regulations of Burma (OBR 71-043). 12pp.

ECONOMIC AFFAIRS

BUREAU OF THE CENSUS

Agriculture

Report on cotton ginnings prior to October 18 for the crop of 1971, by States (A10: 71-6). 1p. 10¢.

Construction and Housing

Residential alterations and repairs—expenditures on residential additions, alterations, maintenance and repairs, and replacements: second quarter 1971 (C50-71-Q2). Annual subscription, including two-part annual report $1.50. Single copy 25¢.

1970 Census of Housing

Reports present statistics from the 1970 Census by blocks:

Huntsville, Ala. urbanized area (HC(3)-3). 37pp. and 14 maps. $2.50.

Montgomery, Ala. urbanized area (HC (3)-5). 38pp. and 4 maps. $1.50.

Selected Areas in Alaska (HC(3)-8). 37pp. and 9 maps. $2.25.

Phoenix, Ariz. urbanized area (HC(3)-9). 125pp. and 34 maps. $7.25.

Little Rock-North Little Rock, Ark. urbanized area (HC(3)-13). 51pp. and 13 maps. $2.75.

Pine Bluff, Ark. urbanized area (HC(3)-14). 35pp. and 5 maps. $1.50.

Honolulu, Hawaii urbanized area (HC (3)-62). 52pp. and 13pp. $5.75.

Selected areas in Hawaii (HC(3)-63). 26pp. and 4 maps. $4.75.

Cedar Rapids, Iowa urbanized area (HC (3)-84). 26pp. and 7 maps. $1.75.

Des Moines, Iowa urbanized area (HC (3)-86). 58pp. and 12 maps. $2.75.

Selected areas in Iowa (HC(3)-90). 36pp. and 1 map. $1.25.

Selected areas in Kentucky (HC(3)-96). 20pp. and 1 map. $1.

Minneapolis-St. Paul Minn. urbanized area (HC(3)-130). 252pp. and 46 maps. $7.25.

Selected areas in Minnesota (HC(3)-131). 48pp. and 8 maps. $1.75.

Selected areas in Mississippi (HC(3)-134). 30pp. and 4 maps. $1.50.

Lincoln, Nebr. urbanized area (HC(3)-143). 50pp. and 5 maps. $1.50.

Lawton, Okla. urbanized area (HC(3)-190). 28pp. and 5 maps. $1.50.

Sioux Falls, S. Dak. urbanized area (HC (3)-216). 34pp. and 5 maps. $1.50.

Seattle-Everett, Wash. urbanized area (HC(3)-260). 192pp. and 27 maps. $6.

General Housing Characteristics

Connecticut (HC(1)-A8). 100pp. $1.
Dist. of Col. (HC(1)-A10). 52pp. 65¢.
Massachusetts (HC(1)-A23). 148pp. $1.50.
Minnesota (HC(1)-A25). 90pp. $1.25.
Missouri (HC(1)-A27). 98pp. $1.25.
New York (HC(1)-A34). 174pp. $1.75.
Ohio (HC(1)-A37). 202pp. $2.
West Virginia (HC(1)-A50). 80pp. $1.

Distribution and Services

Weekly retail sales. Estimated weekly sales of U.S. retail stores, week ending Oct. 23 (CB 71-364). 2pp. 10¢.

Monthly retail trade report: August (CB-71-367). 6pp.

Monthly wholesale trade: August (BW-71-8). Annual subscription $1.50. Single copy 15¢.

Foreign Trade

Exports—commodity by country: July 1971 (FT 410-71-7). Annual subscription $33 ($8.25 more for foreign mailing). Single issue $2.75.

Governments

City government finances in 1969-70 (GF70 No. 4). 112pp. $1.

Industry

Nonwoven fabrics, including felts: 1970 (Series: MA-22T.5(70)-1). 2pp. 25¢.

Shipments of knit cloth, including interplant transfers: summary for 1970 (Series: MQ-22K(70)-5). Subscription $1 per year. Single copy 25¢.

Consumer, scientific, technical, and industrial glassware: 1970 (Series: MA-32E (70)-1). 8pp. 25¢.

Switchgear, switchboard apparatus, relays, and industrial controls: 1970 (Series: MA-36A(70)-1). 4pp. 25¢.

Shipments of defense-oriented industries: 1969 (Series: MA-175(69)-1). 36pp. 50¢.

Construction machinery: 1970 (Series: MA-35D(70)-1). $1 per year (including MQ-35D). 25¢.

Major household appliances: 1970 (Series: MA-36F(70)-1). 25¢.

Broadwoven fabrics finished: 1970 (Series: MA-22S(70)-1). 8pp. 25¢.

Population

1970 Census of Population

Number of Inhabitants

California (PC(1)-A6). 84pp. 60¢.
Puerto Rico (PC(1)-A53). 52pp. 40¢.

Population Characteristics

Selected characteristics of persons and families of Mexican, Puerto Rican, and other Spanish origin: March 1971 (Series P-20, No. 224). 20pp. 20¢.

General Population Characteristics

Alaska (PC(1)-B3). 68pp. 65¢.
Arkansas (PC(1)-B5). 140pp. $1.25.
Connecticut (PC(1)-B8). 118pp. $1.
Dist. of Col. (PC(1)-B10). 55pp. 40¢.
Georgia (BC(1)-B12). 187pp. $1.75.

Indiana (PC(1)-B16). 186pp. $1.75.
Kansas (PC(1)-B18). 158pp. $1.50.
Kentucky (PC(1)-B19). 165pp. $1.50.
Minnesota (PC(1)-B25). 191pp. $1.75.
Mississippi (PC(1)-B26). 152pp. $1.
Missouri (PC(1)-B27). 181pp. $1.50.
Tennessee (PC(1)-B44). 137pp. $1.25.
Washington (PC(1)-B49). 109pp. $1.
Wisconsin (PC(1)-B51). 163pp. $1.75.

ECONOMIC DEVELOPMENT

Economic development. Vol. 8, No. 10. Annual subscription $1 (50¢ more for foreign mailing). Single copy 15¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Environmental Data Service

Catalog of meteorological satellite data—ESSA 9 television cloud photography. Key to meteorological records documentation No. 5.323. (October) 214pp. $2.25.

National Marine Fisheries Service

Commercial fishing review. Vol. 33, No. 9. Annual subscription $7 ($2 more for foreign mailing). Single copy 60¢.

NATIONAL BUREAU OF STANDARDS

Physics and chemistry—Journal of research of the National Bureau of Standards. Vol. 75A, No. 4. Annual subscription $9.50 ($2.25 more for foreign mailing). This issue $2.

Mathematical sciences—Journal of research of the National Bureau of Standards. Vol. 75B, Nos. 1 & 2. Annual subscription $5 ($1.25 more for foreign mailing). Single copy $1.25.

Methods of measurement for semiconductor materials, process control, and devices (Tech. Note 598). 54pp. 55¢. Quarterly report for Jan. 1 to March 31, summarizing work on a wide variety of measurement methods being studied at the National Bureau of Standards.

Federal Information Processing Standards Publications

Rectangular holes in twelve-row punched cards (FIPS PUB 13). 4pp. 10¢. This standard specifies the size and location of rectangular holes in 12-row, 3¼ inch wide punched cards.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

Management — a continuing literature survey with indexes (N71-30889). Scientific and Technical Information Office, NASA, Washington, D.C., paper copy only, $3. 135pp.

Management information systems: progress and perspectives (AD-729 736). Carnegie-Mellon Univ., Pittsburgh, Pa., for the Navy, paper copy $6, 486pp.

Management planning for forensic science laboratories (PB-202 725). U. of Pennsylvania for the Law Enforcement Assistance Admin., 190pp. Presents methods of determining optimal forensic science service for an area, given its criminal justice organization and crime pattern.

Nuclear reactors built, being built, or planned in the United States as of June 30, 1971 (TID-8200-Rev. 24). Div. of Technical Information Extension, AEC, Oak Ridge, Tenn., 39 pp.

Status of contained nuclear explosive applications (UCRL-51074). Lawrence Radiation Lab., Livermore, Calif., for AEC, 33pp. Discusses status of nuclear explosive applications in gas stimulation, gas storage, oil shale, geothermal stimulation, chemical mining, and radioactive waste disposal.

Progress in applications of computerized typesetting and photocomposition to technical documentation (PB-203 025). California Institute of Technology, Pasadena, 51pp.

National HTGR fuel recycle development program plan (ORNL-4702). Oak Ridge National Lab., Oak Ridge, Tenn., for AEC, 169pp. Discusses the High-Temperature Gas-Cooled Reactor (HTGR) program.

Radiation effects design handbook, section 3: electrical insulating materials and capacitors (N71-29776). Battelle Memorial Institute, Columbus, Ohio, for NASA, 87pp. Summarizes information relating to steady-state radiation effects on electrical insulating materials and capacitors. Radiation considered includes neutrons, gamma rays, and charged particles.

Racial discrimination in American industry (PB-203 141). Stanford Univ., Stanford, Calif., for OEO, 101pp. Presents a statistical analysis (with reference to 1966) of the pattern of discrimination in employment throughout U.S. metropolitan areas.

Are there two kinds of thinking (PB-203 071). U. of California, Riverside, for OEO. Paper copy $6. 396pp. Surveys new research on social and ethnic stratification and the cognitive structure of racism.

Industry profiles, 1958-69 (COM-71-50349). Commerce Department's Bureau of Domestic Commerce. Tape recording, $55. Contains information on production, employees, inventories and shipments for three and four-digit SIC code industries.

Modular-Intermodal container parametric study (AD-725 099). By AVCO Government Products Group for the U.S. Air Force. 202pp. Uses a simple analysis to generate data showing the effects on module weight, usable volume, and cost of design parameters, various materials and methods of construction (steel, aluminum, fiberglass; homogeneous and sandwich), and handling requirements.

Proceedings of second meeting on environmental pollution, sponsored by American Ordnance Assn. (AD-729 929). By Edgewood Arsenal. 226pp. Covered solid and liquid waste disposal, water and air pollution control, and air monitoring techniques.

Standard test methods for the evaluation of membranes (PB-201 913). Columbia Univ. for the National Institute of Arthritis and Metabolic Diseases. 152pp.

Study of container interchange and pooling facilities in U.S. export-import traffic (PB-201 921). Kearney and Co., for the Dept. of Transportation. 144pp. Discusses need, feasibility and economic factors associated with development and operation of interchange and pooling facilities.

An assessment of the flexible packaging system for heat-processed foods (AD-728 465). By U.S. Army Natick Labs. 55pp. Discusses materials, package design, bacterial penetration, processing, tests and procedures, shipment and storage, consumer handling, and production capability.

Explosives and ammunition safety (AD-729 900). By Defense Documentation Center. 129pp. Bibliography, with abstracts, containing references pertaining to safety in processing, firing and handling, storage, and transportation. Report includes citations on sensitivity, hazards reduction, release, reliability, safety testing, and performance evaluation. All reports listed are available from NTIS.

Evaluation of an improved flotation device for infants and small children (AD-729 836). By FAA Civil Aeromedical Institute. 12pp. Describes a simple, lightweight, life-support infant flotation device that incorporates reliable self-righting, thermal protection, and automatic self-ventilation.

Teleconsultation: a new health information exchange system (PB-201 407). Massachusetts General Hospital for the National Center for Health Services Research and Development. 62pp. Develops circuitry and support systems for teleconsultation, a simultaneous health information exchange between widely separated health professionals. Report identifies professional linkages needed to make teleconsultation an accepted part of health delivery systems.

Enhancing opportunities in job markets: summary of research and recommendations for policy (PB-201 171). By Rand Corp. for Office of Economic Opportunity. 65pp. Discusses the manpower program, youth employment opportunity, labor market impediments facing disadvantaged workers, effects of national policy on the poor, and race differences in income.

The effects of minimum wages on the distribution of changes in aggregate employment (PB-201 051). By Rand Corp. for OEO. 31pp. Analyzes differences in the impact of changes in aggregate employment in the U.S. economy between whites and nonwhites, between males and females, and between teenagers and adults.

Income guarantees and the working poor: the effect of income maintenance programs on the hours of work of male family heads (PB-201 170). Rand Corp. for OEO. 147pp.

A study of successful persons from seriously disadvantaged backgrounds, (PB-199 438). Human Interaction Research Institute for the Manpower Admin. 140pp.

OFFICE OF TELECOMMUNICATIONS

Urban residential man-made radio noise analysis and predictions (TRER 14). 76pp. 65¢. A survey of man-made radio noise in certain areas within the city of San Antonio, Texas during May and June of 1968.

Measured and predicted long-term distributions of tropospheric transmission loss (TRER 16). 374pp. $2.75. Summarizes measurements of tropospheric transmission loss and its long-term variability for nearly 800 paths in various parts of the world.

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